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**Strategic Report, Report of the Directors and  
Audited Financial Statements for the Year Ended 31 October 2016  
for  
Truly Travel Limited**

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**Truly Travel Limited**

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for the Year Ended 31 October 2016**

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**Truly Travel Limited**  
**Company Information**  
**for the Year Ended 31 October 2016**

**DIRECTORS:**

S K Edara  
P Panteli

**SECRETARY:**

J P Secretarial Services Ltd

**REGISTERED OFFICE:**

East House  
109 South Worple Way  
London  
SW14 8TN

**REGISTERED NUMBER:**

06856368 (England and Wales)

**SENIOR STATUTORY  
AUDITOR:**

Ms N A Spoor ACA FCCA

**AUDITORS:**

White Hart Associates (London) Limited  
Chartered Accountants and Statutory Auditors  
East House  
109 South Worple Way  
London  
SW14 8TN

**Truly Travel Limited**  
**Strategic Report**  
**for the Year Ended 31 October 2016**

The directors present their strategic report for the year ended 31 October 2016.

**REVIEW OF BUSINESS**

Despite a highly competitive market existing in the UK, the company's continued investment in technology, brand and range of holidays has seen a strong sales growth in the year. The total gross commissions earned by the company grew by 1.5 % on the prior year. The company's profit before tax was £2,241,630 as compared to £2,328,194 in 2015.

The key performance indicators used by the directors to monitor the progress of the company are set out below:-

	<b>2016</b>	<b>2015</b>
	<b>£</b>	<b>£</b>
Total Transaction Value ("TTV")	130,265,796	134,359,840
Gross Commissions	14,803,648	14,174,739
Gross Commissions as a percentage of TTV	11.36%	10.55%
Profit/(Loss) on ordinary activities	2,241,630	2,328,194
Profit/(Loss) on ordinary activities as a percentage of TTV	1.72%	1.73%

The directors consider the results to be satisfactory given the exceptional nature of some of the factors the company has faced during the period.

**Truly Travel Limited**  
**Strategic Report**  
**for the Year Ended 31 October 2016**

**PRINCIPAL RISKS AND UNCERTAINTIES**

The company has identified a number of risks and uncertainties that could potentially damage the current business model and further growth opportunities.

- **Market risks** - The principal risks and uncertainties continue to be economic. Pressures on disposable income in the UK and the austerity measures imposed in key destination markets continue to impact buying decisions and have increased the level of consumer uncertainty. The travel industry remains highly competitive and is exposed to changes in consumer buying patterns with increased usage of the internet and mobile devices in purchasing holidays and travel arrangements. The company continues to focus on its distribution channels, service, offering and the opportunities that are arising from the dynamic and uncertain environment. There is continuing pressure from suppliers to reduce the margins third parties can earn, as they seek to increasingly control their distribution.

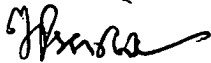
- **Information technology** - The company is heavily reliant upon information technology. Investment is made to ensure that the company has advanced and efficient systems in place but there is a risk if there were a major failure - particularly if it were to affect its website. Procedures are in place to minimise the time to rectify such a failure.

- **Commercial relationships** - The company has well established and close relationships with suppliers and risk is spread by not placing over-reliance on any one supplier in any particular area. However, if a relationship were lost or damaged with a major supplier this could have a detrimental effect on the business. The management team meets regularly with suppliers to maintain good working relationships and to understand the supplier's financial position.

- **Commercial risks** - The company's trading performance can be affected by environmental factors , which include:

- acts of terrorism, particularly in key tourist destinations
- natural disasters in key tourist destinations
- weather conditions, both in the UK and in key tourist destinations
- health epidemics in key tourist destinations
- increase in government taxes in both UK and overseas
- wars or other international incidents which affect air or sea travel

**ON BEHALF OF THE BOARD:**



**J P Secretarial Services Ltd - Secretary**

27 January 2017

**Truly Travel Limited**  
**Report of the Directors**  
**for the Year Ended 31 October 2016**

The directors present their report with the financial statements of the company for the year ended 31 October 2016.

**PRINCIPAL ACTIVITY**

The company's principal activity during the year continued to be that of a travel agent. The company is a member of the Travel Trust Association ("TTA") and holds a flight-plus T-ATOL (Air Travel Organiser's Licence) granted by the Civil Aviation Authority.

**DIVIDENDS**

No dividends will be distributed for the year ended 31 October 2016.

**RESEARCH AND DEVELOPMENT**

Research and development work continues and accelerated in this year in relation to the company's software architecture. The company's growth is dependent on the investment in cutting edge technology and the ability to deliver fast, innovative and effective search results for customers. During the year the company undertook a number of projects in relation to this development. All development costs were treated as expenditure in the company's profit and loss account and not capitalised.

**FUTURE DEVELOPMENTS**

The UK market conditions are expected to remain challenging, but the company prospects are good, bookings remain strong and the directors are confident of controlled growth in 2016. While growing the business the directors will continue to review its fixed and variable costs with a view to implementing efficiencies to its operations wherever practical and possible.

**DIRECTORS**

The directors shown below have held office during the whole of the period from 1 November 2015 to the date of this report.

S K Edara  
P Panteli

**STATEMENT OF DIRECTORS' RESPONSIBILITIES**

The directors are responsible for preparing the Report of the Directors 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 (United Kingdom Accounting Standards and applicable law). 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;
- 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.

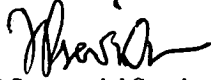
**Truly Travel Limited**

**Report of the Directors  
for the Year Ended 31 October 2016**

**STATEMENT AS TO DISCLOSURE OF INFORMATION TO AUDITORS**

So far as the directors are aware, there is no relevant audit information (as defined by Section 418 of the Companies Act 2006) of which the company's auditors are unaware, and each director has taken all the steps that he ought to have taken as a director in order to make himself aware of any relevant audit information and to establish that the company's auditors are aware of that information.

**ON BEHALF OF THE BOARD:**



**J P Secretarial Services Ltd - Secretary**

27 January 2017

**Report of the Independent Auditors to the Members of  
Truly Travel Limited**

We have audited the financial statements of Truly Travel Limited for the year ended 31 October 2016 on pages seven to twenty one. The financial reporting framework that has been applied in their preparation is 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'.

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 a Report of the Auditors and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

**Respective responsibilities of directors and auditors**

As explained more fully in the Statement of Directors' Responsibilities set out on page four, the directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Auditing Practices Board's Ethical Standards for Auditors.

**Scope of the audit of the financial statements**

An audit involves obtaining evidence about the amounts and disclosures in the financial statements sufficient to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or error. This includes an assessment of: whether the accounting policies are appropriate to the company's circumstances and have been consistently applied and adequately disclosed; the reasonableness of significant accounting estimates made by the directors; and the overall presentation of the financial statements. In addition, we read all the financial and non-financial information in the Strategic Report and the Report of the Directors to identify material inconsistencies with the audited financial statements and to identify any information that is apparently materially incorrect based on, or materially inconsistent with, the knowledge acquired by us in the course of performing the audit. If we become aware of any apparent material misstatements or inconsistencies we consider the implications for our report.

**Opinion on financial statements**

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 October 2016 and of its profit 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.

**Opinion on other matter prescribed by the Companies Act 2006**

In our opinion the information given in the Strategic Report and the Report of the Directors for the financial year for which the financial statements are prepared is consistent with the financial statements.

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

We have nothing to report in respect of the following matters where 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.



**Ms N A Spoor ACA FCCA (Senior Statutory Auditor)**  
**for and on behalf of White Hart Associates (London) Limited**  
Chartered Accountants and Statutory Auditors  
East House  
109 South Worple Way  
London  
SW14 8TN

27 January 2017



**Truly Travel Limited**  
**Income Statement**  
**for the Year Ended 31 October 2016**

	Notes	2016 £	2015 £
<b>TOTAL TRANSACTION VALUE (TTV)</b>	<b>1</b>	<b><u>130,265,796</u></b>	<b><u>134,359,840</u></b>
<b>REVENUE</b>	<b>2</b>	<b>14,803,648</b>	<b>14,174,739</b>
Distribution costs		7,468,236	7,204,144
Administrative expenses		<u>5,242,076</u>	<u>4,999,888</u>
		<b>12,710,312</b>	<b>12,204,032</b>
		<b>2,093,336</b>	<b>1,970,707</b>
Other operating income		<u>270,849</u>	<u>357,378</u>
<b>OPERATING PROFIT</b>	<b>4</b>	<b>2,364,185</b>	<b>2,328,085</b>
Interest receivable and similar income		<u>166</u>	<u>109</u>
		<b>2,364,351</b>	<b>2,328,194</b>
Interest payable and similar charges	<b>5</b>	<u>122,721</u>	<u>-</u>
<b>PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION</b>		<b>2,241,630</b>	<b>2,328,194</b>
Tax on profit on ordinary activities	<b>6</b>	<u>222,138</u>	<u>212,908</u>
<b>PROFIT FOR THE FINANCIAL YEAR</b>		<b><u>2,019,492</u></b>	<b><u>2,115,286</u></b>

The notes form part of these financial statements

**Truly Travel Limited**

**Other Comprehensive Income  
for the Year Ended 31 October 2016**

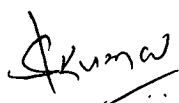
Notes	2016 £	2015 £
<b>PROFIT FOR THE YEAR</b>	2,019,492	2,115,286
<b>OTHER COMPREHENSIVE INCOME</b>	-	(12,919)
Income tax relating to other comprehensive income	-	-
<b>OTHER COMPREHENSIVE INCOME FOR THE YEAR, NET OF INCOME TAX</b>	-	(12,919)
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>	<u>2,019,492</u>	<u>2,102,367</u>

The notes form part of these financial statements

**Balance Sheet**  
**31 October 2016**

	Notes	2016 £	2015 £
<b>FIXED ASSETS</b>			
Intangible assets	7	120,170	226,255
Property, plant and equipment	8	<u>59,673</u>	<u>9,395</u>
		179,843	235,650
<b>CURRENT ASSETS</b>			
Debtors	9	11,129,886	6,038,328
Cash at bank		<u>4,524,380</u>	<u>4,587,108</u>
		15,654,266	10,625,436
<b>CREDITORS</b>			
Amounts falling due within one year	10	<u>7,356,459</u>	<u>5,651,843</u>
<b>NET CURRENT ASSETS</b>		<u>8,297,807</u>	<u>4,973,593</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		8,477,650	5,209,243
<b>CREDITORS</b>			
Amounts falling due after more than one year	11	(1,750,000)	(500,000)
<b>PROVISIONS FOR LIABILITIES</b>	13	<u>-</u>	<u>(1,085)</u>
<b>NET ASSETS</b>		<u>6,727,650</u>	<u>4,708,158</u>
<b>CAPITAL AND RESERVES</b>			
Called up share capital	14	99	99
Retained earnings	15	<u>6,727,551</u>	<u>4,708,059</u>
<b>SHAREHOLDERS' FUNDS</b>		<u>6,727,650</u>	<u>4,708,158</u>

The financial statements were approved by the Board of Directors on 27 January 2017 and were signed on its behalf by:



**S K Edara - Director**

The notes form part of these financial statements

**Truly Travel Limited**

**Statement of Changes in Equity  
for the Year Ended 31 October 2016**

	Called up share capital £	Retained earnings £	Total equity £
<b>Balance at 1 November 2014</b>	99	2,605,692	2,605,791
<b>Changes in equity</b>			
Total comprehensive income	-	<u>2,102,367</u>	<u>2,102,367</u>
<b>Balance at 31 October 2015</b>	<u>99</u>	<u>4,708,059</u>	<u>4,708,158</u>
<b>Changes in equity</b>			
Total comprehensive income	-	<u>2,019,492</u>	<u>2,019,492</u>
<b>Balance at 31 October 2016</b>	<u>99</u>	<u>6,727,551</u>	<u>6,727,650</u>

The notes form part of these financial statements

**Truly Travel Limited**  
**Cash Flow Statement**  
**for the Year Ended 31 October 2016**

	Notes	2016 £	2015 £
<b>Cash flows from operating activities</b>			
Cash generated from operations	1	(2,310,756)	3,591,879
Interest paid		(122,721)	-
Tax paid		<u>(304,040)</u>	<u>(396,522)</u>
Net cash from operating activities		<u>(2,737,517)</u>	<u>3,195,357</u>
<b>Cash flows from investing activities</b>			
Purchase of tangible fixed assets		(75,377)	(9,415)
Interest received		<u>166</u>	<u>109</u>
Net cash from investing activities		<u>(75,211)</u>	<u>(9,306)</u>
<b>Cash flows from financing activities</b>			
New loans in year		3,000,000	-
Loan repayments in year		(750,000)	-
Amount introduced by directors		<u>500,000</u>	<u>-</u>
Net cash from financing activities		<u>2,750,000</u>	<u>-</u>
<b>(Decrease)/increase in cash and cash equivalents</b>			
		<u>(62,728)</u>	<u>3,186,051</u>
<b>Cash and cash equivalents at beginning of year</b>	2	<u>4,587,108</u>	<u>1,401,057</u>
<b>Cash and cash equivalents at end of year</b>	2	<u><u>4,524,380</u></u>	<u><u>4,587,108</u></u>

The notes form part of these financial statements

**Truly Travel Limited**

**Notes to the Cash Flow Statement  
for the Year Ended 31 October 2016**

**1. RECONCILIATION OF PROFIT BEFORE TAXATION TO CASH GENERATED FROM OPERATIONS**

	2016 £	2015 £
Profit before taxation	2,241,630	2,328,194
Depreciation charges	131,183	118,827
Finance costs	122,721	-
Finance income	<u>(166)</u>	<u>(109)</u>
	2,495,368	2,446,912
Increase in trade and other debtors	(5,041,004)	(2,358,104)
Increase in trade and other creditors	<u>234,880</u>	<u>3,503,071</u>
<b>Cash generated from operations</b>	<u><u>(2,310,756)</u></u>	<u><u>3,591,879</u></u>

**2. CASH AND CASH EQUIVALENTS**

The amounts disclosed on the Cash Flow Statement in respect of cash and cash equivalents are in respect of these Balance Sheet amounts:

**Year ended 31 October 2016**

	31/10/16 £	1/11/15 £
Cash and cash equivalents	<u><u>4,524,380</u></u>	<u><u>4,587,108</u></u>

**Year ended 31 October 2015**

	31/10/15 £	1/11/14 £
Cash and cash equivalents	<u><u>4,587,108</u></u>	<u><u>1,401,057</u></u>

The notes form part of these financial statements

## Truly Travel Limited

### Notes to the Financial Statements for the Year Ended 31 October 2016

#### 1. ACCOUNTING POLICIES

##### **Basis of preparing the financial statements**

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

The accounts have been prepared under the historical cost convention and in accordance with applicable United Kingdom Accounting Standards.

##### **Turnover**

Turnover represents the net commission earned in respect of holiday and travel arrangement sales, net of value added tax and discounts, recognised on the date of booking basis.

Total transaction value ("TTV") - TTV is the total gross sales amount received in respect of the sale of the holiday and travel arrangement sales for the year. Section 23 of FRS102 requires the statutory turnover to be the net commission earned.

Trade debtors still represent the gross amount receivable in respect of the sales of holiday accommodation and travel arrangements, and the trade creditors still represent the amounts payable in respect of purchase of holiday accommodation and travel arrangements.

Turnover is attributable to one activity.

##### **Goodwill**

Goodwill is the difference between amounts on the acquisition of a business and the fair value of the net separable net assets. Goodwill is amortised to the profit and loss account over its estimated economic life of 5 years.

##### **Depreciation**

Depreciation is provided on all tangible fixed assets, other than freehold land, at rates calculated to write off the cost, less estimated residual value, of each asset evenly over its expected useful life, as follows:

Plant and machinery	33.33% straight line
Fixtures and fittings	33.33% straight line
Motor vehicles	25.00% straight line

##### **Deferred tax**

Full provision is made for deferred taxation resulting from timing differences between the recognition of gains and losses in the accounts and their recognition for tax purposes.

Deferred tax is calculated at the tax rates which are expected to apply in the periods when the timing differences will reverse, and discounted to reflect the time value of money using rates based on the post-tax yields to maturity that could be obtained at the balance sheet date on government bonds with similar maturity dates.

##### **Foreign currencies**

Assets and liabilities in foreign currencies are translated into sterling at the rates of exchange ruling at the balance sheet date. Transactions in foreign currencies are translated into sterling at the rate of exchange ruling at the date of transaction. Exchange differences are taken into account in arriving at the operating result.

**Truly Travel Limited**

**Notes to the Financial Statements - continued  
for the Year Ended 31 October 2016**

**1. ACCOUNTING POLICIES - continued**

**Leasing and hire purchase commitments**

Assets held under finance leases and hire purchase contracts, which are those where substantially all the risks and rewards of ownership of the asset have passed to the company, are capitalised in the balance sheet and depreciated over their useful lives. The corresponding lease or hire purchase obligation is treated in the balance sheet as a liability.

The interest element of the rental obligations is charged to the profit and loss account over the period of the lease and represents a constant proportion of the balance of capital repayments outstanding.

Rentals paid under operating leases are charged to income on a straight line basis over the lease term.

**Advertising and public relations**

As the company recognises turnover and gross margin based upon the date of booking, all advertising and PR is written off to the profit and loss account as and when incurred.

**2. REVENUE**

The revenue and profit before taxation are attributable to the one principal activity of the company.

An analysis of revenue by class of business is given below:

	2016 £	2015 £
Sole activity-travel agency	<u>14,803,648</u>	<u>14,174,739</u>
	<u><u>14,803,648</u></u>	<u><u>14,174,739</u></u>

An analysis of revenue by geographical market is given below:

	2016 £	2015 £
United Kingdom	<u>14,803,648</u>	<u>14,174,739</u>
	<u><u>14,803,648</u></u>	<u><u>14,174,739</u></u>

**3. STAFF COSTS**

	2016 £	2015 £
Wages and salaries	747,986	724,704
Social security costs	74,279	73,283
Other pension costs	<u>27,626</u>	<u>-</u>
	<u><u>849,891</u></u>	<u><u>797,987</u></u>

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

	2016	2015
Administration	4	5
Distribution	12	14
Sales	<u>6</u>	<u>3</u>
	<u><u>22</u></u>	<u><u>22</u></u>



**Truly Travel Limited**

**Notes to the Financial Statements - continued  
for the Year Ended 31 October 2016**

**4. OPERATING PROFIT**

The operating profit is stated after charging:

	2016	2015
	£	£
Depreciation - owned assets	25,099	12,743
Goodwill amortisation	106,085	106,084
Auditors' remuneration	<u>19,000</u>	<u>20,000</u>
 Directors' remuneration	 <u>140,800</u>	 <u>143,962</u>

**5. INTEREST PAYABLE AND SIMILAR CHARGES**

	2016	2015
	£	£
Interest on bank loan	<u>122,721</u>	<u>-</u>

**6. TAXATION**

**Analysis of the tax charge**

The tax charge on the profit on ordinary activities for the year was as follows:

	2016	2015
	£	£
Current tax:		
UK corporation tax	212,235	304,040
Corporation Tax - Prior year adjustment	<u>12,065</u>	<u>(90,641)</u>
Total current tax	224,300	213,399
Deferred tax	<u>(2,162)</u>	<u>(491)</u>
Tax on profit on ordinary activities	<u>222,138</u>	<u>212,908</u>

UK corporation tax was charged at 20% in 2015.

**Tax effects relating to effects of other comprehensive income**

	Gross	2015 Tax	Net
	£	£	£
Other comprehensive income	<u>(12,919)</u>	<u>-</u>	<u>(12,919)</u>
	<u>(12,919)</u>	<u>-</u>	<u>(12,919)</u>

Truly Travel Limited

Notes to the Financial Statements - continued  
for the Year Ended 31 October 2016

7. INTANGIBLE FIXED ASSETS

	Goodwill £
<b>COST</b>	
At 1 November 2015 and 31 October 2016	<u>530,421</u>
<b>AMORTISATION</b>	
At 1 November 2015	304,166
Amortisation for year	<u>106,085</u>
At 31 October 2016	<u>410,251</u>
<b>NET BOOK VALUE</b>	
At 31 October 2016	<u>120,170</u>
At 31 October 2015	<u>226,255</u>

Goodwill is being written off in equal annual instalments over its estimated economic life of 5 years.

8. PROPERTY, PLANT AND EQUIPMENT

	Plant and machinery £	Fixtures and fittings £	Motor vehicles £	Totals £
<b>COST</b>				
At 1 November 2015	41,265	27,005	-	68,270
Additions	<u>-</u>	<u>-</u>	<u>75,377</u>	<u>75,377</u>
At 31 October 2016	<u>41,265</u>	<u>27,005</u>	<u>75,377</u>	<u>143,647</u>
<b>DEPRECIATION</b>				
At 1 November 2015	32,838	26,037	-	58,875
Charge for year	<u>5,287</u>	<u>968</u>	<u>18,844</u>	<u>25,099</u>
At 31 October 2016	<u>38,125</u>	<u>27,005</u>	<u>18,844</u>	<u>83,974</u>
<b>NET BOOK VALUE</b>				
At 31 October 2016	<u>3,140</u>	<u>-</u>	<u>56,533</u>	<u>59,673</u>
At 31 October 2015	<u>8,427</u>	<u>968</u>	<u>-</u>	<u>9,395</u>

9. DEBTORS: AMOUNTS FALLING DUE WITHIN ONE YEAR

	2016 £	2015 £
Trade debtors	8,167,867	5,468,159
Other debtors	2,968	4,872
VAT	606,348	519,220
Deferred tax asset	1,077	-
Prepayments and accrued income	<u>2,351,626</u>	<u>46,077</u>
	<u>11,129,886</u>	<u>6,038,328</u>

**Truly Travel Limited**

**Notes to the Financial Statements - continued  
for the Year Ended 31 October 2016**

**10. CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR**

	2016	2015
	£	£
Bank loans and overdrafts (see note 12)	1,000,000	-
Trade creditors	4,897,572	3,812,692
Amounts owed to group undertakings	49,476	-
Corporation Tax	212,235	291,975
Social security and other taxes	24,490	20,762
Other creditors	4,147	-
Accruals and deferred income	<u>1,168,539</u>	<u>1,526,414</u>
	<u><u>7,356,459</u></u>	<u><u>5,651,843</u></u>

**11. CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR**

	2016	2015
	£	£
Bank loans (see note 12)	1,250,000	-
Shareholder's loan	-	500,000
Directors' loan accounts	<u>500,000</u>	<u>-</u>
	<u><u>1,750,000</u></u>	<u><u>500,000</u></u>

The above director's loan of £500,000 is subject to a subordinated undertaking in favour of the Civil Aviation Authority and cannot be repaid without their prior written consent.

**12. LOANS**

An analysis of the maturity of loans is given below:

	2016	2015
	£	£
Amounts falling due within one year or on demand:		
Bank loans	<u><u>1,000,000</u></u>	<u><u>-</u></u>
Amounts falling due between two and five years:		
Bank loans - 2-5 years	<u><u>1,250,000</u></u>	<u><u>-</u></u>

**13. PROVISIONS FOR LIABILITIES**

	2015
	£
Deferred tax	<u><u>1,085</u></u>
	Deferred tax
	£
Balance at 1 November 2015	1,085
Provided during year	<u><u>(2,162)</u></u>
Balance at 31 October 2016	<u><u>(1,077)</u></u>

**Truly Travel Limited**

**Notes to the Financial Statements - continued  
for the Year Ended 31 October 2016**

**14. CALLED UP SHARE CAPITAL**

Allotted, issued and fully paid:		Nominal value:	2016 £	2015 £
Number:	Class:			
99	Ordinary Shares	£1	<u>99</u>	<u>99</u>

**15. RESERVES**

	Retained earnings £
At 1 November 2015	4,708,059
Profit for the year	<u>2,019,492</u>
At 31 October 2016	<u>6,727,551</u>

**16. PENSION COMMITMENTS**

The company operates a defined contribution pension scheme. The assets of the scheme are held separately from those of the company in an independently administered fund. The pension charge represents contributions payable by the company to the fund and amounted to £27,626 (2015 - Nil).

**17. ULTIMATE CONTROLLING PARTY**

The ultimate controlling party is Mr S K Edara , a director of the company, by virtue of his 100% ownership of the issued share capital of the holding company Truly Holdings Limited.

**18. CASH AT BANK**

The company is a member of the Travel Trust Association ("TTA") and utilises the TTA structure in order to protect consumer funds in accordance with the Package Travel Regulations.

As at 31 October 2016, included in cash at bank is the sum of £2,263,842 (2015 - £2,506,482) held in the TTA consumer trust account to be released based upon a set of rules agreed with the TTA which provide full consumer protection.

**19. HOLDING COMPANY**

Truly Holdings Limited, whose registered office is situated at East House, 109 South Worple Way, London, United Kingdom SW14 8TN, is the company's ultimate parent company.

**Truly Travel Limited**

**Reconciliation of Equity  
1 November 2014  
(Date of Transition to FRS 102)**

	Notes	UK GAAP £	Effect of transition to FRS 102 £	FRS 102 £
<b>FIXED ASSETS</b>				
Intangible assets		332,339	-	332,339
Property, plant and equipment		<u>12,723</u>	<u>-</u>	<u>12,723</u>
		<u>345,062</u>	<u>-</u>	<u>345,062</u>
<b>CURRENT ASSETS</b>				
Debtors		3,680,224	-	3,680,224
Cash at bank		<u>1,401,057</u>	<u>-</u>	<u>1,401,057</u>
		<u>5,081,281</u>	<u>-</u>	<u>5,081,281</u>
<b>CREDITORS</b>				
Amounts falling due within one year		<u>(2,318,976)</u>	<u>(12,919)</u>	<u>(2,331,895)</u>
<b>NET CURRENT ASSETS</b>		<u>2,762,305</u>	<u>(12,919)</u>	<u>2,749,386</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		3,107,367	(12,919)	3,094,448
<b>CREDITORS</b>				
Amounts falling due after more than one year		(500,000)	-	(500,000)
<b>PROVISIONS FOR LIABILITIES</b>		<u>(1,576)</u>	<u>-</u>	<u>(1,576)</u>
<b>NET ASSETS</b>		<u>2,605,791</u>	<u>(12,919)</u>	<u>2,592,872</u>
<b>CAPITAL AND RESERVES</b>				
Called up share capital		99	-	99
Retained earnings		<u>2,605,692</u>	<u>(12,919)</u>	<u>2,592,773</u>
<b>SHAREHOLDERS' FUNDS</b>		<u>2,605,791</u>	<u>(12,919)</u>	<u>2,592,872</u>

The notes form part of these financial statements

Truly Travel Limited

Reconciliation of Equity - continued  
31 October 2015

	Notes	UK GAAP £	Effect of transition to FRS 102 £	FRS 102 £
<b>FIXED ASSETS</b>				
Intangible assets		226,255	-	226,255
Property, plant and equipment		<u>9,395</u>	<u>-</u>	<u>9,395</u>
		<u>235,650</u>	<u>-</u>	<u>235,650</u>
<b>CURRENT ASSETS</b>				
Debtors		6,038,328	-	6,038,328
Cash at bank		<u>2,080,626</u>	<u>2,506,482</u>	<u>4,587,108</u>
		<u>8,118,954</u>	<u>2,506,482</u>	<u>10,625,436</u>
<b>CREDITORS</b>				
Amounts falling due within one year		<u>(3,132,442)</u>	<u>(2,519,401)</u>	<u>(5,651,843)</u>
<b>NET CURRENT ASSETS</b>		<u>4,986,512</u>	<u>(12,919)</u>	<u>4,973,593</u>
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		5,222,162	(12,919)	5,209,243
<b>CREDITORS</b>				
Amounts falling due after more than one year		(500,000)	-	(500,000)
<b>PROVISIONS FOR LIABILITIES</b>		<u>(1,085)</u>	<u>-</u>	<u>(1,085)</u>
<b>NET ASSETS</b>		<u>4,721,077</u>	<u>(12,919)</u>	<u>4,708,158</u>
<b>CAPITAL AND RESERVES</b>				
Called up share capital		99	-	99
Retained earnings		<u>4,720,978</u>	<u>(12,919)</u>	<u>4,708,059</u>
<b>SHAREHOLDERS' FUNDS</b>		<u>4,721,077</u>	<u>(12,919)</u>	<u>4,708,158</u>

The notes form part of these financial statements

**Truly Travel Limited**

**Reconciliation of Profit  
for the Year Ended 31 October 2015**

	<b>UK GAAP £</b>	<b>Effect of transition to FRS 102 £</b>	<b>FRS 102 £</b>
<b>REVENUE</b>	14,174,739	-	14,174,739
Distribution costs	(7,204,144)	-	(7,204,144)
Administrative expenses	(4,999,888)	-	(4,999,888)
Other operating income	<u>357,378</u>	<u>-</u>	<u>357,378</u>
<b>OPERATING PROFIT</b>	2,328,085	-	2,328,085
Interest receivable and similar income	<u>109</u>	<u>-</u>	<u>109</u>
<b>PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION</b>	2,328,194	-	2,328,194
Tax on profit on ordinary activities	<u>(212,908)</u>	<u>-</u>	<u>(212,908)</u>
<b>PROFIT FOR THE FINANCIAL YEAR</b>	<u><u>2,115,286</u></u>	<u><u>-</u></u>	<u><u>2,115,286</u></u>

The notes form part of these financial statements