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TRANS NORDIC TOURS APS

HANS EDVARD TEGLERS VEJ 3, 1., 2920 CHARLOTTENLUND

ANNUAL REPORT

1 APRIL - 31 DECEMBER 2018

The Annual Report has been presented and adopted at the Company's Annual General Meeting on 14 June 2019

Christian Nissen

The English part of this document is an unofficial translation of the original Danish text, and in case of any discrepancy between the Danish text and the English translation, the Danish text shall prevail.



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COMPANY DETAILS

Company Trans Nordic Tours ApS

Hans Edvard Teglers Vej 3, 1.

2920 Charlottenlund

CVR No.: 18 82 37 48
Established: 1 October 1995
Registered Office: Gentofte

Financial Year: 1 April - 31 December

Board of Directors Mark David Mayhew, chairman

Paul John Maine Mark Pharoah

Board of Executives Hans Christian Nissen

Auditor BDO Statsautoriseret revisionsaktieselskab

Havneholmen 29 1561 Copenhagen V

Bank Danske Bank

Holmens Kanal 2 1090 Copenhagen K

Law Firm Gorrissen Federspiel Advokatpartnerselskab

Axeltorv 2

1609 Copenhagen V

General Meeting The Annual General Meeting is held as a conference call on 13 June 2019.



Chairman

STATEMENT BY BOARD OF DIRECTORS AND BOARD OF EXECUTIVES

Today the Board of Directors and Board of Executives have discussed and approved the Annual Report of Trans Nordic Tours ApS for the financial year 1 April - 31 December 2018.

The Annual Report is presented in accordance with the Danish Financial Statements Act.

We recommend the Annual Report be approved at the Annual General Meeting.

In our opinion the Financial Statements give a true and fair view of the Company's financial position at 31 December 2018 and of the results of the Company's operations and cash flows for the financial year 1 April - 31 December 2018.

The Management's Review includes in our opinion a fair presentation of the matters dealt with in the Review.

Charlottenlund, 13 June 2019

Board of Executives

Hans Christian Nissen

Board of Directors

Mark David Mayhew

Paul John Maine

Mark Pharoah



INDEPENDENT AUDITOR'S REPORT

To the Shareholder of Trans Nordic Tours ApS

Opinion

We have audited the Financial Statements of Trans Nordic Tours ApS for the financial year 1 April - 31 December 2018, which comprise income statement, balance sheet, statement of changes in equity, cash flows, notes and a summary of significant accounting policies. The Financial Statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the Financial Statements give a true and fair view of the assets, liabilities and financial position of the Company's at 31 December 2018 and of the results of the Company's operations and cash flows for the financial year 1 April - 31 December 2018 in accordance with the Danish Financial Statements Act.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and the additional requirements applicable in Denmark. Our responsibilities under those standards and requirements 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 International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and the additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the evidence we have obtained is sufficient and appropriate to provide a basis for our conclusion.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation of Financial Statements that give a true and fair view in accordance with the Danish Financial Statements Act and for such Internal control as Management determines 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, Management is 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 in preparing the Financial Statements unless Management either intends to liquidate the Company or to cease operations, or has 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 and the additional requirements applicable in Denmark 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.

As part of an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark, we exercise professional judgment and maintain professional skepticism 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.



INDEPENDENT AUDITOR'S REPORT

- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of Management's use of the going concern basis of accounting in preparing the Financial Statements 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 contents of the Financial Statements, including the disclosures, and whether the Financial Statements represent the underlying transactions and events in a manner that gives a true and fair view.

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.

Statement on Management's Review

Management is responsible for Management's Review.

Our opinion on the Financial Statements does not cover Management's Review, and we do not express any form of assurance conclusion thereon.

In connection with our audit of the Financial Statements, our responsibility is to read Management's Review and, in doing so, consider whether Management's Review is materially inconsistent with the Financial Statements or our knowledge obtained during the audit, or otherwise appears to be materially misstated.

Moreover, it is our responsibility to consider whether Management's Review provides the information required under the Danish Financial Statements Act.

Based on the work we have performed, we conclude that Management's Review is in accordance with the Financial Statements and has been prepared in accordance with the requirements of the Danish Financial Statements Act. We did not identify any material misstatement of Management's Review.

Copenhagen, 14 June 2019

BDO Statsautoriseret revisionsaktieselskab CVR no. 20 22 26 70

Henrik Brünings State Authorised Public Accountant MNE no. mne3106



FINANCIAL HIGHLIGHTS

	2018	2017/18	2016/17	2015/16	2014/15
	DKK '000	DKK '000	DKK '000	DKK '000	DKK '000
Income statement Gross profit/loss Operating profit/loss Financial income and expenses, net Profit/loss for the year before tax Profit/loss for the year	39,364	62,269	47,574	38,447	26,983
	23,067	44,301	30,985	23,162	11,621
	-17	-2,360	2,262	1,318	683
	23,050	41,941	33,247	24,480	12,304
	17,754	32,431	25,505	18,723	9,267
Balance sheet Balance sheet total Equity	128,323	60,057	71,526	45,331	35,032
	39,705	21,222	33,962	25,109	14,673
Cash flows Investment in tangible fixed assets	-427	-289	-152	0	0
Ratios Solvency ratio	30.9	35.3	47.5	55.4	41.9
Return on equity	58.3	117.5	128.2	132.9	73.1

The ratios stated in the list of key figures and ratios have been calculated as follows:

Solvency ratio:

Equity ex. minorities, at year end \times 100 Total equity and liabilities, at year end

Return on equity:

Profit/loss after tax x 100
Average equity

The ratios follow in all material respects the recommendations of the Danish Finance Society.



MANAGEMENT'S REVIEW

Principal activities

The company's activities have like in previous years comprised operation of a travel agency with sale of services in the form of accommodation and tours in Northern Europe to our business partners in large parts of the world.

The company was acquired by Tour Partner ApS on 3 November 2017. The parent company is Tour Partner Group, incorporated in Great Britain.

Exceptional matters

No exceptional matters occurred during the year.

Development in activities and financial position

In order to grow and strengthen market shares in our source markets, the company increased the efficiency and the service to partners further and invested in development of new source markets and product lines.

Profit/loss for the year compared to future expectations

The results and financial development of the 9 months period were lower than in the prior year. Profit after tax for the 9 months period was DKK 17.8 m, which was adverse to expectations but reflects the investment in the development of new markets.

Significant events after the end of the financial year

No events have occurred after the end of the financial year of material importance for the company's financial position.

Special risks

The Group's most significant operating risk is attached to the ability to be strongly positioned in the markets where the products are sold, to obtain the necessary space with the suppliers, and to ensure that the price of our services is always competitive.

VAT risks:

The company has provided for the potential historic VAT registration risk in Norway. Whilst the final position for potential liability and registration is still to be agreed with the respective tax authorities, the company feels it prudent to recognise current provisional estimates.

Foreign exchange risks:

As there are activities in foreign countries, the results, cash flows and equity are influenced by the exchange rate and interest development of a number of currencies. It is the company's policy to hedge some of the commercial foreign exchange risks. The hedging is primarily made by forward exchange contracts to hedge the main part of the expected revenue within the first 12 months.

The company does not enter into speculative foreign currency positions.

Future expectations

The development of the company's products and new markets continues and a small increase in sales is expected in 2019. We have added resources and invested in our marketing during 2018, to be able to increase the results for 2019.



INCOME STATEMENT 1 APRIL - 31 DECEMBER

	Note	2018 DKK	2017 DKK '000
GROSS PROFIT		39,363,962	62,269
Staff costs Depreciation, amortisation and impairment losses Other operating expenses	1	-16,190,937 -105,277 -1,000	-17,901 -67 0
OPERATING PROFIT		23,066,748	44,301
Other financial income Other financial expenses	2	2,741,226 -2,758,247	1,112 -3,472
PROFIT BEFORE TAX		23,049,727	41,941
Tax on profit for the year	4	-5,296,022	-9,510
PROFIT FOR THE YEAR	5	17,753,705	32,431



BALANCE SHEET AT 31 DECEMBER

ASSETS	Note	2018 DKK	2017 DKK '000
Other plant, machinery, tools and equipment Leasehold improvements Tangible fixed assets	6	713,594 43,750 757,344	486 0 486
Rent deposit and other receivables	7	578,121 578,121	572 572
FIXED ASSETS		1,335,465	1,058
Trade receivables Receivables from group enterprises Other receivables Prepayments and accrued income Receivables	8	7,836,295 109,573,368 299,984 4,812,340 122,521,987	15,715 34,799 0 358 50,872
Cash and cash equivalents		4,465,335	8,127
CURRENT ASSETS		126,987,322	58,999
ASSETS		128,322,787	60,057



BALANCE SHEET AT 31 DECEMBER

EQUITY AND LIABILITIES	Note	2018 DKK	2017 DKK '000
Share capitalRetained earnings	9	125,000 39,580,348	125 21,097
EQUITY		39,705,348	21,222
Provision for deferred tax	10	133,251	97
PROVISION FOR LIABILITIES		133,251	97
Debt to banks. Prepayments received from customers. Trade payables. Payables to subsidiaries. Corporation tax. Other debt. Accruals and deferred income. Current liabilities. LIABILITIES. EQUITY AND LIABILITIES.	11	91,393 193,682 9,757,822 57,231,881 5,468,747 5,684,320 10,056,343 88,484,188 88,484,188	22 772 9,613 0 9,078 4,191 15,062 38,738 38,738
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EQUITY

	Share capital	Retained earnings	Total
Equity at 1 April 2018	,	1,418,825	21,222,092 -689,274 1,418,825 17,753,705
Equity at 31 December 2018	125,000	39,580,348	39,705,348



CASH FLOW STATEMENT 1 APRIL - 31 DECEMBER

	2018 DKK	2017 DKK '000
Profit/loss for the year	17,753,705	32,431
Reversed depreciation of the year. Reversed realisation gains. Reversed unrealised exchange gains. Adjustment of other financial income. Reversed tax on profit/loss for the year. Other adjustments. Corporation tax paid. Change in receivables. Change in current liabilities (ex bank and tax).	105,277 1,000 0 31 5,296,022 0 -8,674,334 -71,649,643 53,286,568	67 -210 -624 -327 9,510 -666 0 -31,220 -7,894
CASH FLOWS FROM OPERATING ACTIVITY	-3,881,374	1,067
Purchase of tangible fixed assets	-427,398 50,000 -6,356	-289 210 0
CASH FLOWS FROM INVESTING ACTIVITY	-383,754	-79
Changes in subsidy from Parent Company Dividend paid in the financial year Other cash flows from financing activities	1,418,825 0 -883,685	3,301 -47,298 4,234
CASH FLOWS FROM FINANCING ACTIVITY	535,140	-39,763
CHANGE IN CASH AND CASH EQUIVALENTS	-3,729,988	-38,775
Cash and cash equivalents at 1 April	8,103,930	46,879
CASH AND CASH EQUIVALENTS AT 31 DECEMBER	4,373,942	8,104
Specification of cash and cash equivalents at 31 December: Cash and cash equivalents	4,465,335 -91,393	8,126 -22
CASH AND CASH EQUIVALENTS, DEPOSIT	4,373,942	8,104



NOTES

	2018 DKK	2017 DKK '000	Note
Staff costs Average number of employees 45 (2017: 39)			1
Wages and salaries Pensions Other social security costs Other staff costs	15,197,804 35,249 356,487 601,397	16,754 0 374 773	
	16,190,937	17,901	

The Company's Management consists of one executive and the board of directors does not receive separate fees, and accordingly the remuneration is not disclosed pursuant to the exemption provision in section 98b(3) of the Danish Flnancial Statements Act.

	2018 DKK	2017 DKK '000	
Other financial income			2
Group enterprises	2,731,972	428	
Other interest income	9,254	684	
	2,741,226	1,112	
Other financial expenses			3
Group enterprises	1,071,803	84	
Other interest expenses	1,686,444	3,388	
	2,758,247	3,472	
Tax on profit for the year			4
Calculated tax on taxable income of the year	5,259,327	9,411	•
Adjustment of deferred tax	36,695	99	
	5,296,022	9,510	
Proposed distribution of profit			5
Extraordinary dividend	0	19,898	
Retained earnings	17,753,705	12,533	
	17,753,705	32,431	



NOTES

			Note
Tangible fixed assets			6
	Plant, machinery and equipment		
Cost at 1 April 2018	812,961	0	
Additions.		_	
Disposals	•		
Cost at 31 December 2018	,		
Depreciation and impairment losses at 1 April 2018	326,738	0	
Depreciation for the year	105,277	0	
Depreciation and impairment losses at 31 December 2018	432,015	0	
Carrying amount at 31 December 2018	713,594	43,750	
Fixed asset investments			7
		Rent deposit and other receivables	
Cost at 1 April 2018	• • • • • • • • • • • • • • • • • • • •	571,765	
Additions	• • • • • • • • • • • • • • • • • • • •	6,356	
Cost at 31 December 2018		578,121	
Carrying amount at 31 December 2018		578,121	
	2040	2047	
	2018 DKK	2017 DKK '000	
	DIKK	DITI OUU	
Prepayments and accrued income			8
Prepaid expenses, others	263,655	0	
Prepaid expenses, travels		358	
	4,812,340	358	
Share capital			9
Specification of the share capital:			
A-shares, 62,500 in the denomination of 1 DKK			
B-shares, 62,500 in the denomination of 1 DKK	62,500	63	
	125,000	126	

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NOTES

			Note
Provision for deferred tax Provision for deferred tax comprises deferred tax on tangible fixed	l assets.		10
	2018 DKK	2017 DKK '000	
Deferred tax relates to: Plant, machinery and equipment Leasehold improvements	131,326 1,925	97 0	
	133,251	97	
Deferred tax at 1 April Deferred tax for the year, income statement	96,556 36,695	-2 99	
Provision for deferred tax at 31 December 2018	133,251	97	
Accruals and deferred income Accruals and deferred income relate to revenue invoiced in concerning the financial year 2019.	the current fin	ancial year,	11

Contingent liabilities

Contingencies etc.

The non-implementation of the EU judgement C-189/11 The Commission vs Spain in some member states leads to uncertainty in relation to the VAT treatment of B2B package tours within the EU, which may result in a risk that the company will be subject to VAT on its activities in other EU countries. Management consider this possibility to be low. A parent company guarantee is in place to cover a potential obligation should one arise.

Joint liabilities

The company is jointly and severally liable together with the parent company and the other group companies in the joint taxable Group for tax on the Group's joint taxable income and for certain possible withholding taxes such as dividend tax and royalty tax.

Tax payable of the Group's joint taxable income is stated in the annual report of Tour Partner ApS, which serves as management company for the joint taxation.

Related parties 13

Controlling interest

Hotels and More Ltd. and Mayfair Fox Holdco Ltd. are the principal shareholders.

Transactions with related parties

The company did not have any transactions with related parties that were not concluded on market conditions. According to section 98c(7) of the Danish Financal Statements Act, only transactions that are not carried out on an arm's length basis are to be disclosed.



NOTES

Note

Consolidated financial statements

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The company is included in the consolidated financial statements of Tour Partner ApS, the parent company, Hans Edvard Teglers Vej 3, 1., 2920 Charlottenlund, CVR no. 39 02 00 76 and in the consolidated financial statements of the ultimate parent, Tour Partner Group Midco Limited, Hygeia Building, 5th Floor, 66 - 68 College Road, Harrow, Middlesex, HA1 1BE, CVR no. 1-60989.



The Annual Report of Trans Nordic Tours ApS for 2018 has been presented in accordance with the provisions of the Danish Financial Statements Act for enterprises in reporting class C, medium enterprise.

The Annual Report is prepared consistently with the accounting principles applied last year.

Comparative figures

The comparative figures for 2017/18 cover 12 months, whereas the annual report period is 9 months and, thus, the figures in the income statement are not directly comparable.

INCOME STATEMENT

Net revenue

Net revenue is recognised in the income statement if supply and risk transfer to purchaser has taken place before the end of the year and if the income can be measured reliably and is expected to be received. Net revenue is recognised exclusive of VAT, duties and less discounts related to the sale.

Other operating income

Other operating income includes items of a secondary nature in relation to the enterprises' principal activities, including profit from sale of intangible and tangible fixed assets.

Other operating expenses

Other operating expenses include items of a secondary nature in relation to the enterprises' principal activities, including loss from sale of intangible and tangible fixed assets.

Cost of sales

Cost of sales comprise costs incurred to achieve the net revenue for the year.

Other external expenses

Other external expenses include cost of sales, advertising, administration, buildings, bad debts, etc.

Staff costs

Staff costs comprise wages and salaries, including holiday pay and pensions and other costs for social security, etc. for the company's employees. Repayments from public authorities are deducted from staff costs.

Financial income and expenses

Financial income and expenses include interest income and expenses, realised and unrealised gains and losses arising from investments in financial assets, debt and transactions in foreign currencies, as well as charges and allowances under the tax-on-account scheme, etc. Financial income and expenses are recognised by the amounts that relate to the financial year.

Tax

The tax for the year, which consists of the current tax for the year and changes in deferred tax, is recognised in the income statement by the portion that may be attributed to the profit for the year, and is recognised directly in the equity by the portion that may be attributed to entries directly to the equity.

BALANCE SHEET

Tangible fixed assets

Plant, machinery and equipment are measured at cost less accumulated depreciation and impairment losses.

The depreciation base is cost less estimated residual value after end of useful life.

The cost includes the acquisition price and costs incurred directly in connection with the acquisition until the time when the asset is ready to be used.



Straight-line depreciation is provided on the basis of an assessment of the expected useful lives of the assets and their residual value:

	Useful life	Residual value
Plant, machinery and equipment	3-5 years	0 %
Leasehold improvements	5 vears	0 %

Profit or loss on sale of tangible fixed assets is stated as the difference between the sales price less selling costs and the carrying amount at the time of sale. Profit or loss is recognised in the income statement as other operating income or other operating expenses.

Fixed asset investments

Deposits include rental deposits which are recognised and measured at amortised cost. Deposits are not depreciated.

Impairment of fixed assets

The carrying amount of tangible assets together with fixed asset investments, which are not measured at fair value, are assessed on an annual basis for indications of impairment other than that reflected by amortisation and depreciation.

In the event of impairment indications, an impairment test is made for each asset or group of assets, respectively. If the recoverable amount is lower than the carrying amount, the assets are written down to the lower value.

The recoverable amount is calculated at the higher of net selling price and capital value. The capital value is stated as the fair value of the expected net cash flows from the use of the asset or group of assets and the expected net cash flows from sale of the asset or group of assets after the end of its useful life.

Receivables

Receivables are measured at amortised cost which usually corresponds to nominal value. The value is reduced by impairment losses to meet expected losses.

Accruals, assets

Accruals recognised as assets include costs incurred relating to the subsequent financial year.

Securities and investments

Securities, recognised as current assets, comprise public quoted bonds, shares and other current investments that are measured at fair market value on the balance sheet date. Public quoted securities are measured at quoted price. Non-quoted securities are measured at cost.



Tax payable and deferred tax

Current tax liabilities and receivable current tax are recognised in the balance sheet as the calculated tax on the taxable income for the year, adjusted for tax on the taxable income for previous years and taxes paid on account.

The company is subject to joint taxation with Danish group companies. The current corporation tax is distributed among the joint taxable companies in proportion to their taxable income and with full allocation and refund related to tax losses. The joint taxable companies are included in the tax-on-account scheme. Joint taxation contributions receivable and payable are recognised in the balance sheet under current assets and liabilities, respectively.

Deferred tax is measured on the temporary differences between the carrying amount and the tax value of assets and liabilities.

Deferred tax assets, including the tax value of tax loss carry-forwards, are measured at the expected realisable value of the asset, either by set-off against tax on future earnings or by set-off against deferred tax liabilities within the same legal tax entity.

Deferred tax is measured on the basis of the tax rules and tax rates that under the legislation in force on the balance sheet date will be applicable when the deferred tax is expected to crystallise as current tax. Any changes in the deferred tax resulting from changes in tax rates, are recognised in the income statement, except from items recognised directly in equity.

Liabilities

Financial liabilities are recognised at the time of borrowing by the amount of proceeds received less borrowing costs. In subsequent periods, the financial liabilities are measured at amortised cost equal to the capitalised value when using the effective interest, the difference between the proceeds and the nominal value being recognised in the income statement over the term of loan.

Amortised cost of current liabilities corresponds usually to nominal value.

Accruals, liabilities

Accruals recognised as liabilities include payments received regarding income in subsequent years.

Foreign currency translation

Transactions in foreign currencies are translated at the rate of exchange on the transaction date. Exchange differences arising between the rate on the transaction date and the rate on the payment date are recognised in the income statement as a financial income or expense.

If the foreign exchange position is considered to hedge future cash flows, the unrealised exchange adjustments are recognised directly in the equity.

Receivables, payables and other monetary items in foreign currencies that are not settled on the balance sheet date are translated at the exchange rate on the balance sheet date. The difference between the exchange rate on the balance sheet date and the exchange rate at the time of occurrence of the receivables or payables is recognised in the income statement as financial income or expenses.

Fixed assets acquired in foreign currencies are translated at the rate of exchange on the transaction date.



CASH FLOW STATEMENT

The cash flow statement shows the company's cash flows for the year for operating activities, investing activities and financing activities in the year, the change in cash and cash equivalents of the year and cash and cash equivalents at beginning and end of the year.

Cash flows from operating activities:

Cash flows from operating activities are computed as the results for the year adjusted for non-cash operating items, changes in net working capital and corporation tax paid.

Cash flows from investing activities:

Cash flows from investing activities include payments in connection with purchase and sale of intangible and tangible fixed asset, and fixed asset investments.

Cash flows from financing activities:

Cash flows from financing activities include changes in the size or composition of share capital and related costs, and borrowings and repayment of interest-bearing debt and payment of dividend to shareholders.

Cash and cash equivalents:

Cash and cash equivalents include bank overdraft and cash in hand.