

# **WILDFOWL & WETLANDS TRUST (TRADING) LIMITED**

## **Report and Financial Statements**

**31 December 2007**

Registered No· 2541350



---

WILDFOWL & WETLANDS TRUST (TRADING) LIMITED

REPORT AND FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 31 DECEMBER 2007

CONTENTS

Legal and administrative details	1
Directors' report	2
Independent auditors' report	5
Profit and loss account	6
Balance sheet	7
Notes to the financial statements	8

**WILDFOWL & WETLANDS TRUST (TRADING) LIMITED**

**LEGAL AND ADMINISTRATIVE DETAILS  
FOR THE YEAR ENDED 31 DECEMBER 2007**

**DIRECTORS**

E N Spencer  
M C Spray  
L Vincent  
I Wilson

**SECRETARY**

E N Spencer

**REGISTERED OFFICE**

Slimbridge  
Gloucestershire  
GL2 7BT

**BANKERS**

National Westminster Bank plc  
21 Eastgate Street  
Gloucester  
GL1 1NY

**AUDITORS**

Mazars LLP  
Clifton Down House  
Beaufort Buildings  
Clifton  
Bristol  
BS8 4AN

# WILDFOWL & WETLANDS TRUST (TRADING) LIMITED

## DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2007

The directors of Wildfowl & Wetlands Trust (Trading) Limited (WWT (Trading) Limited) present their annual report and the audited financial statements for the year ended 31 December 2007

### PRINCIPAL ACTIVITY

The profit and loss account for the year is set out on page 6

The principal activity of the company is commercial trading for the ultimate benefit of The Wildfowl & Wetlands Trust (WWT), a charity registered in England and Wales

### REVIEW OF DEVELOPMENTS AND FUTURE PROSPECTS

Overall trading revenue is up 10.5% (£394.2k) on last year. The sales increase is in line with the 8% visitors increase. Administration costs have grown due to the recharge from WWT which has increased largely as a result of the increase in staff numbers. The company net profit was £296.9k and £319,824 was donated to WWT. Small differences between taxable profit and the accounting profit shown on page 6 result in a donation that is slightly larger than the profit for the year, and therefore causes a small loss for the year.

Catering sales for 2007 were up year on year by 11.7% (£274k). However the cost of sales were also higher, up 17.1% on last year including an increase to labour of 3.2%.

Retail sales for the year were up year on year 6.7% (£82k). Retail cost of sales increased 8.3% on last year with labour up 1.6% against last year.

Key areas for development will be cost control and sales development.

### DIVIDENDS

The directors do not recommend the payment of a dividend (2006: £nil).

### DIRECTORS AND THEIR INTERESTS

The directors of the company who served during the year ended 31 December 2007 and up to the time of signing these accounts, unless stated otherwise, were as follows:

P A Barton	(resigned 11 January 2008)
E Lambert	(resigned 28 February 2007)
E N Spencer	
M C Spray	
I Wilson	(appointed 6 September 2007)
L Vincent	

# **WILDFOWL & WETLANDS TRUST (TRADING) LIMITED**

## **DIRECTORS' REPORT FOR THE YEAR ENDED 31 DECEMBER 2007**

No directors held beneficial interests in the shares of the company at 31 December 2006 or 31 December 2007, nor at any time during the year

### **STATEMENT OF DIRECTORS' RESPONSIBILITIES**

United Kingdom company law requires the directors to prepare financial statements for each financial year which give a true and fair view of the state of affairs of the company as at the end of the financial year and of the profit or loss of the company for that period. In preparing those financial statements, the directors are required to

- select suitable accounting policies and then apply them consistently,
- make judgements and estimates that are reasonable and prudent,
- state whether applicable accounting standards have been followed, and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the company will continue in business

The directors are responsible for keeping proper accounting records which disclose with reasonable accuracy at any time the financial position of the company and to enable them to ensure that the financial statements comply with the Companies Act 1985. They are also responsible for the system of internal control, safeguarding the assets of the company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

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

The directors have taken all the necessary steps to make themselves aware, as directors, of any relevant audit information and to establish that the auditors are aware of that information.

As far as the directors are aware, there is no relevant audit information of which the company's auditors are unaware.

### **CHANGES IN FIXED ASSETS**

The movements in fixed assets during the year are set out in note 6 to the financial statements. The most significant movement related to the continued investment in the Epos system, which has been rolled out across eight out of the nine WWT centres between 2006 and 2007.

### **CHARITABLE CONTRIBUTIONS**

During the year the company has made the following contributions:

United Kingdom Charitable Organisations - £319,824 (2006: £444,917)

WILDFOWL & WETLANDS TRUST (TRADING) LIMITED

DIRECTORS' REPORT  
FOR THE YEAR ENDED 31 DECEMBER 2007

AUDITORS

A resolution to reappoint Mazars LLP as the company's auditors will be proposed at the forthcoming Annual General Meeting

Approved by the Board of Directors on 17 March 2008 and signed on behalf of the Board

A handwritten signature in black ink, appearing to read 'M C Spray', with a stylized, flowing end.

M C SPRAY  
Director

**INDEPENDENT AUDITORS' REPORT TO THE MEMBERS OF  
WILDFOWL & WETLANDS TRUST (TRADING) LIMITED  
FOR THE YEAR ENDED 31 DECEMBER 2007**

We have audited the financial statements of Wildfowl & Wetlands Trust (Trading) Limited for the year ended 31 December 2007 which comprise the Profit and Loss Account, the Balance Sheet and related notes. These financial statements have been prepared under the accounting policies set out therein.

This report is made solely to the company's members, as a body, in accordance with Section 235 of the Companies Act 1985. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditors' report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

**Respective responsibilities of directors and auditors**

As described in the Statement of Directors' Responsibilities, the company's directors are responsible for the preparation of financial statements in accordance with applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

Our responsibility is to audit the financial statements in accordance with relevant legal and regulatory requirements and International Standards on Auditing (UK and Ireland).

We report to you our opinion as to whether the financial statements give a true and fair view, whether the financial statements are properly prepared in accordance with the Companies Act 1985 and whether the information given in the Directors' Report is consistent with the financial statements. We also report to you if, in our opinion, the company has not kept proper accounting records, if we have not received all the information and explanations we require for our audit, or if information specified by law regarding directors' remuneration and transactions with the company is not disclosed.

**Basis of audit opinion**

We conducted our audit in accordance with International Standards on Auditing (UK and Ireland) issued by the Auditing Practices Board. An audit includes examination, on a test basis, of evidence relevant to the amounts and disclosures in the financial statements. It also includes an assessment of the significant estimates and judgements made by the directors in the preparation of the financial statements, and of whether the accounting policies are appropriate to the company's circumstances, consistently applied and adequately disclosed.

We planned and performed our audit so as to obtain all the information and explanations which we considered necessary in order to provide us with sufficient evidence to give reasonable assurance that the financial statements are free from material misstatement, whether caused by fraud or other irregularity or error. In forming our opinion we also evaluated the overall adequacy of the presentation of information in the financial statements.

**Opinion**

In our opinion:

- the financial statements give a true and fair view, in accordance with United Kingdom Generally Accepted Accounting Practice, of the state of the company's affairs as at 31 December 2007 and of its profit for the year then ended,
- the financial statements have been properly prepared in accordance with the Companies Act 1985, and
- the information given in the Directors' Report is consistent with the financial statements.

*Mazars LLP*

Mazars LLP  
Chartered Accountants and Registered Auditors  
Clifton Down House, Beaufort Buildings  
Clifton Down, Clifton  
Bristol BS8 4 AN

Date *19 March 2008*

# WILDFOWL & WETLANDS TRUST (TRADING) LIMITED

## PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2007

	Note	2007 £	2006 £
<b>TURNOVER</b>	2	4,140,631	3,746,389
Cost of sales		(2,925,083)	(2,570,584)
<b>GROSS PROFIT</b>		1,215,548	1,175,805
Administrative expenses		(918,616)	(723,888)
Gift Aid payable		296,932 (319,824)	451,917 (444,917)
<b>(LOSS)/PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION</b>	4	(22,892)	7,000
Tax on (loss)/profit on ordinary activities	5	-	-
<b>RETAINED (LOSS)/PROFIT FOR THE FINANCIAL YEAR</b>	13	(22,892)	7,000

### STATEMENT OF RETAINED PROFITS

	2007 £	2006 £
Retained profits at 1 January	26,810	19,810
(Loss)/profit for the financial year	(22,892)	7,000
<b>RETAINED PROFITS AT 31 DECEMBER</b>	3,918	26,810

There were no discontinued operations during the year, and there is no difference between profit on ordinary activities before taxation and the retained profit for the year, as stated above, and their historical cost equivalents

The company has no recognised gains and losses other than those included in the results above, and therefore no separate statement of total recognised gains and losses has been presented

The notes on pages 8 to 14 form part of these financial statements



**WILDFOWL & WETLANDS TRUST (TRADING) LIMITED**

**BALANCE SHEET  
AS AT 31 DECEMBER 2007**

	Note	2007 £	2006 £
<b>FIXED ASSETS</b>			
Tangible fixed assets	6	202,318	249,905
<b>CURRENT ASSETS</b>			
Stocks	7	395,538	323,040
Debtors	8	203,926	83,747
Cash at bank and in hand		1,269,228	351,855
		1,868,692	758,642
<b>CREDITORS: AMOUNTS FALLING DUE WITHIN ONE YEAR</b>	9	(1,714,091)	(626,736)
<b>NET CURRENT ASSETS</b>		154,601	131,906
<b>TOTAL ASSETS LESS CURRENT LIABILITIES</b>		356,919	381,811
<b>CREDITORS: AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR</b>	10	(3,001)	(5,001)
<b>NET ASSETS</b>		353,918	376,810
<b>CAPITAL AND RESERVES</b>			
Called up share capital	12	350,000	350,000
Profit and loss account		3,918	26,810
<b>EQUITY SHAREHOLDERS' FUNDS</b>	13	353,918	376,810

These financial statements were approved by the Board of Directors on 17 March 2008 and signed on behalf of the Board



M C SPRAY  
Director

The notes on pages 8 to 14 form part of these financial statements

# WILDFOWL & WETLANDS TRUST (TRADING) LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2007

### 1 ACCOUNTING POLICIES

The financial statements are prepared in accordance with applicable accounting standards. A summary of the more important accounting policies, which have been applied consistently, is set out below. The company has taken advantage of the exemption, allowed by Financial Reporting Standard No 1, not to prepare a cash flow statement as the company's results are included within the consolidated financial statements of WWT, which include a cash flow statement.

#### Accounting convention

The financial statements are prepared under the historical cost convention.

#### Turnover

Turnover, which excludes value added tax, represents the value of goods and services supplied.

#### Tangible fixed assets

The cost of fixed assets is their purchase cost, together with any incidental expenses of acquisition.

Depreciation is calculated so as to write off the cost of tangible fixed assets less their estimated residual values, on a straight line basis over the expected useful economic lives of the assets concerned.

Motor vehicles	5 years
Other equipment	5 years
Computer equipment	5 to 10 years

#### Stocks

Stocks are stated at the lower of cost and net realisable value.

#### Deferred taxation

In accordance with FRS19, deferred taxation is provided in full on timing differences which represent an asset or liability at the balance sheet date, at rates expected to apply when they crystallise based on current tax rates and law. Timing differences arise from the inclusion of items of income and expenditure in taxation computations in periods different from those in which they are included in the financial statements. Deferred tax assets are recognised to the extent that it is regarded as more likely than not that they will be recovered. Deferred tax assets and liabilities are not discounted.

# WILDFOWL & WETLANDS TRUST (TRADING) LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2007

### 1. ACCOUNTING POLICIES (Continued)

#### Pension costs

The company makes contributions to two pension schemes, which are operated by the parent organisation and are a defined benefit scheme and a defined contribution scheme. Contributions are based on the pension costs of the company and its parent organisation.

#### Operating leases

Costs in respect of operating leases are charged to the profit and loss account on a straight line basis over the periods of the leases.

# WILDFOWL & WETLANDS TRUST (TRADING) LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2007

2. TURNOVER	2007 £	2006 £
Retail	1,302,357	1,220,126
Catering	2,619,867	2,346,017
Other	218,407	180,246
	<hr/> 4,140,631	<hr/> 3,746,389

### 3 INFORMATION REGARDING EMPLOYEES

The average number of full time equivalent persons employed by the company during the year is analysed below

	2007 No.	2006 No.
Retail	36	33
Catering	68	58
	<hr/> 104	<hr/> 91

Employee costs during the year	£	£
Wages and salaries	1,552,426	1,373,180
Social security costs	110,995	99,474
Other pension costs	11,938	8,690
	<hr/> 1,675,359	<hr/> 1,481,344

Directors' emoluments:	£	£
Emoluments (including benefits in kind)	26,456	38,324

Retirement benefits were accruing to one director under the parent organisation's defined benefit scheme, until 31 October 2005 Further details are in note 17

# WILDFOWL & WETLANDS TRUST (TRADING) LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2007

### 4. (LOSS)/PROFIT ON ORDINARY ACTIVITIES BEFORE TAXATION

	2007 £	2006 £
(Loss)/profit on ordinary activities before taxation is stated after charging		
Charitable contributions	319,824	444,917
Depreciation of tangible fixed assets	83,192	70,040
Auditors' remuneration		
Audit services	3,650	3,500
Non-audit services	700	484

### 5. TAX ON (LOSS)/PROFIT ON ORDINARY ACTIVITIES

There is no tax charge for the year (2006 £nil), as the company donates all taxable profits to The Wildfowl & Wetlands Trust, a charity, under the Gift Aid Scheme

	2007 £	2006 £
Analysis of tax charge for the year		
UK corporation tax effective rate of 0%	-	-
Total current tax and total tax charge for the year	-	-

	£	£
Reconciliation of the total tax charge		
(Loss)/profit for the year before taxation	(22,892)	7,000

(Loss)/profit for the year multiplied by the standard rate of corporation tax in the UK of 19%	[4,349]	1,330
--	---------	-------

Effect of		
Net expenses not deductible for tax purposes	147	269
Capital allowances in the year less than / (in excess of) depreciation	3,803	(247)
Small capital items expensed	545	-
Loss on disposal of capital item	39	-
Utilisation of tax losses	(185)	(1,537)
Tax losses unutilised	-	185
Tax on profit for the year	-	-

The company has losses available to carry forward of £nil (2006 £974)

# WILDFOWL & WETLANDS TRUST (TRADING) LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2007

### 6 TANGIBLE FIXED ASSETS

	Motor vehicles £	Other equipment £	Computer equipment £	Total £
<b>Cost</b>				
At 1 January 2007	11,669	314,728	196,858	523,255
Additions	-	41,215	-	41,215
Disposals	(11,669)	-	-	(11,669)
<b>At 31 December 2007</b>	<b>-</b>	<b>355,943</b>	<b>196,858</b>	<b>552,801</b>
<b>Depreciation</b>				
At 1 January 2007	3,899	205,274	64,177	273,350
Charge for the year	2,160	41,681	39,351	83,192
Disposals	(6,059)	-	-	(6,059)
<b>At 31 December 2007</b>	<b>-</b>	<b>246,955</b>	<b>103,528</b>	<b>350,483</b>
<b>Net book value</b>				
At 31 December 2007	-	108,988	93,330	202,318
<b>At 31 December 2006</b>	<b>7,770</b>	<b>109,454</b>	<b>132,681</b>	<b>249,905</b>

7	STOCK	2007 £	2006 £
	Goods for resale	395,538	323,040
		395,538	323,040

8.	DEBTORS	2007 £	2006 £
	Trade debtors	72,704	66,232
	Amounts due from group company	110,717	9,462
	Prepayments and accrued income	20,505	8,053
		203,926	83,747

# WILDFOWL & WETLANDS TRUST (TRADING) LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2007

9	CREDITORS AMOUNTS FALLING DUE WITHIN ONE YEAR	2007 £	2006 £
	Trade creditors	155,611	136,998
	Amounts owed to parent organisation	1,410,284	344,616
	Taxation and social security	116,836	120,339
	Accruals	18,335	19,191
	Other creditors	11,025	3,592
	Loan	2,000	2,000
		<hr/>	<hr/>
		1,714,091	626,736

10	CREDITORS AMOUNTS FALLING DUE AFTER MORE THAN ONE YEAR	2007 £	2006 £
	Loan	3,001	5,001
		<hr/>	<hr/>
		3,001	5,001

11	LOAN	2007 £	2006 £
	Due within one year	2,000	2,000
	Due after more than one year	3,001	5,001
		<hr/>	<hr/>
		5,001	7,001

The loan was provided by a supplier to finance the construction of a coffee kiosk at the London wetland centre. The original capital amount was £10,000, to be repaid over five years. The loan is interest-free.

12	SHARE CAPITAL	2007 £	2006 £
	Authorised 350,000 Ordinary shares of £1 each	350,000	350,000
		<hr/>	<hr/>
	Allotted, called up and fully paid 350,000 Ordinary shares of £1 each	350,000	350,000

# WILDFOWL & WETLANDS TRUST (TRADING) LIMITED

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2007

### 13 RECONCILIATION OF MOVEMENT IN SHAREHOLDERS' FUNDS

	2007 £	2006 £
(Loss)/profit for the financial year	(22,892)	7,000
Opening shareholders funds	376,810	369,810
Closing shareholders funds	353,918	376,810

### 14 CAPITAL COMMITMENTS

There were no capital commitments at 31 December 2007 (2006 £nil)

### 15. PARENT ORGANISATION AND CONTROLLING PARTY

The controlling party of the company is The Wildfowl & Wetlands Trust Limited (WWT) by virtue of its 100% shareholding of the company. The Wildfowl and Wetlands Trust Limited is also the smallest and the largest group for which consolidated financial statements are prepared. Financial statements of this organisation can be obtained from The Wildfowl & Wetlands Trust, Slimbridge, Gloucestershire, GL2 7BT. WWT is a company limited by guarantee, registered in England and Wales. WWT is also a registered charity.

### 16 RELATED PARTY TRANSACTIONS

As the company is a wholly owned subsidiary of a company that prepares consolidated financial statements, the company has taken advantage of the exemption from disclosing transactions within group entities.

### 17. PENSION COMMITMENTS

The parent organisation, WWT, operates a funded pension scheme providing benefits based on final pensionable pay. The scheme was closed to new entrants from 1 April 1997. It is not possible to determine the deficit attributable to the company and as such it has been accounted for in these accounts, as if it were a defined contribution scheme. The total surplus on the scheme, as calculated by the actuaries on 31 December 2007 is £446,000 (2006 deficit £463,000). Further accrual of future benefits ceased on 31 October 2005. Contributions of £nil (2006 £nil) were paid during the year in respect of this scheme. At the year end no outstanding contributions (2006 £nil) were due in respect of this scheme. Full disclosure of the actuarial valuation updated at 31 December 2007 can be found in the parent company accounts.

From 1 April 1997, the company also contributed to a defined contribution Group Stakeholder Pension Plan (GSPPP) invested in Friends Provident, an ethical fund, also operated by WWT. The pension charge for the year in respect of this scheme was £11,938 (2006 £8,690).