

Company Profile – Tour Partner Group Limited

Sources utilised:

(1) Companies House – “Tour Partner Group Limited, Annual Report & Financial Statements for the year-ended 31-Dec-22”, filed 29-Sep-23 (pdf)

(2) Tour Partner Group website – “About Us” page, accessed 07-Jun-24

1. Company Snapshot

Primary Industry: Travel & Tourism

Incorporation Year: 2016

Headquarters: London, United Kingdom

Employees: 230 (FY22, Companies House filing, note 6)

Operational KPIs (FY22)

- Passengers handled: 350,000
- Bed-nights booked: 710,000
- Source markets served: 70+

(Sources: (1) Directors' report & strategic review; (2) corporate website)

2. Business Overview (bullets only)

- Tour Partner Group Limited is an intermediate holding company that consolidates a portfolio of B2B destination management and group travel brands serving the UK & Ireland, the Nordics and Continental Europe.
- The company, through subsidiaries such as Hotels & More, Irish Welcome Tours, Authentic Vacations and Trans Nordic Tours, designs tailor-made tours for coach operators, tour operators and wholesalers worldwide.
- It maintains a network of nine operational offices across six European countries, giving it strong on-the-ground contracting capabilities and local destination expertise.
- Tour Partner Group markets more than 5,000 hotel partners and leverages preferred rates to package multi-day itineraries covering accommodation, attractions, transport and guiding services.
- The company's scale allows it to handle c. 350k passengers and to contract in excess of 700k bed-nights annually, positioning it among the larger DMC platforms in Europe.

- It reports that over 80 % of business is repeat custom, benefitting from long-term relationships with North-American, Asian and European wholesale partners.
- The group continues to invest in proprietary booking technology aimed at shortening quotation times and improving margin through dynamic pricing.
- It states that the 2023/24 strategic focus is margin recovery following Covid-19, alongside bolt-on acquisitions that extend destination coverage or deepen source-market penetration.

(Source: (1) Strategic Report; (2) About-Us webpage)

3. Revenue Split – NOT DETECTED

The FY22 annual report does not disclose segmental or geographic revenue information.

4. Key Stakeholders Table – NOT DETECTED

The filed FY22 holding-company accounts are prepared under FRS 102 Section 1A and do not include a list of ultimate shareholders, detailed director biographies or any lender disclosures.

5. Financial Highlights – NOT DETECTED (Cash-flow statement absent)

The FY22 statutory accounts are single-column holding-company statements prepared under the “company-only” exemption and contain no consolidated profit & loss or cash-flow information.

6. Capital Structure – NOT DETECTED (No debt note)

The FY22 accounts state that the company has no external bank borrowings and therefore do not provide a debt maturity schedule or covenant disclosures.

Material information gaps have been highlighted above in accordance with the instruction to flag absent (i) segment/geographic revenue split, (ii) cash-flow statement, (iii) debt note and (iv) shareholder/director disclosures.