

2012

Annual Report

Report and Financial Statements
For the Year Ended 31th December 2012



Fáilte Ireland
National Tourism Development Authority



Fáilte Ireland

National Tourism Development Authority

Fáilte Ireland Offices

Head Office

88-95 Amiens Street
Dublin 1
Tel: 1890 525 525
01 8847 700
Fax: 01 8556 821
Email: info@failteireland.ie
Web: www.failteireland.ie
Consumer: www.discoverireland.ie

South East

4th floor, Wallace House
Maritana Gate
Canada Street
Waterford
Tel: 051 312 700
Fax: 051 312 710
Web: www.failteireland.ie
Consumer: www.discoverireland.ie

West

Áras Fáilte
Forster Street
Galway
Tel: 091 537 700
Fax: 091 537 733
Web: www.failteireland.ie
Consumer: www.discoverireland.ie

East & Lakelands

Second Floor
Fair Green House
Green Bridge
Mullingar
Co. Westmeath
Tel: 044 9344 000
Fax: 044 9340 413
Web: www.failteireland.ie
Consumer: www.discoverireland.ie

South West

Unit 2 Nesson House
Riverview Business Park
Bessboro Road
Blackrock
Cork
Tel: 021 4233 200
Fax: 021 4255 199
Web: www.failteireland.ie
Consumer: www.discoverireland.ie

North West

Áras Reddan
Temple Street
Sligo
Tel: 071 9155 044
Fax: 071 9160 360
Web: www.failteireland.ie
Consumer: www.discoverireland.ie

www.failteireland.ie

Report and Financial Statements

For the Year Ended 31 December 2012

To the Minister for Transport, Tourism and Sport

In accordance with the National Tourism Development Authority Act 2003,
Fáilte Ireland presents its report for the year ended 31 December 2012

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“ During 2012, Fáilte Ireland also began to develop ‘The Wild Atlantic Way’, Ireland’s first long-distance themed driving route ”

Chairman's Statement

"The Gathering" - conceived and kick-started by Fáilte Ireland. While 2013 might be the year of 'The Gathering', 2012 was the year in which all the important groundwork was laid."



Redmond O'Donoghue
Chairman

Comparing tourism performance in 2012 to the darkest days of 2009 and 2010, it is clear that we have begun a new phase of our journey towards recovery. Moving from mere survival, many tourism businesses are now consolidating and looking everywhere they can for growth opportunities.

Indeed, there was a palpable rise in confidence in the tourism sector during 2012 - partly explained by the fact that there was clear evidence of growing numbers arriving from the US. This optimism was also helped by the fact that during the year, for the first time since the downturn in 2008, the numbers employed in tourism rose and overseas revenue increased modestly.

The performances in the US and European markets, with their boost to tourism businesses, provided a salutary lesson for all in the sector that, while the home holiday market will always remain important for the sector, the best prospects for growth in revenue are now emerging overseas.

Accordingly, Fáilte Ireland devoted considerable time and energy during the year working closely with hundreds of individual businesses to help increase sales in those overseas markets that best match their offering. Fáilte Ireland also worked with tourism operators in the battle to bring Britain back to our shores.

During 2012, I believe that the value of having a national tourism development body was very much in evidence. The importance of a strategic approach to tourism development was illustrated by the development through Fáilte Ireland of a number of ideas.

For example, during the year, work began on the development of the 'Wild Atlantic Way' - a new 2,500km touring route running from Donegal to Cork - which will prove to be an incredible magnet for visitors to the west when complete.

Similarly, in the capital where Fáilte Ireland took over the responsibilities of the former Dublin Tourism, new approaches were taken towards developing and selling the city. A number of capital projects were completed - in Malahide Castle and Temple Bar for example. A new tourism trail to truly capture the attractions of Dublin

- the 'Dubline' - was conceived as a fully-interactive and innovative way of telling the Dublin story through a unique cultural and heritage walking trail running across the city from College Green to Kilmainham. Fáilte Ireland also set out to bring all the various stakeholders in the city together to look anew at how we position Dublin as an attractive proposition for visitors.

Throughout the rest of the country, tourism was driven by a dynamic mixture of events, festivals and large-scale capital developments while Fáilte Ireland staff on the ground worked closely with businesses to assist them in all sorts of ways - from dominating the digital to selling overseas.

However, for an idea of true strategic vision, nothing in 2012 was as big as 'The Gathering' - conceived and kick-started by Fáilte Ireland. While 2013 might be the year of 'The Gathering', 2012 was the year in which all the important groundwork was laid. Whether it was the establishment of a project team, the development of a compelling festival of events or the many community meetings held throughout the country, Fáilte Ireland staff, (as well as significant resources), were focused on ensuring that the initiative succeeded.

By the year's end, up to 4,000 community 'Gatherings' were organised all around the country and would be complemented by a significant calendar of major festivals and events. Indeed, 2012 ended with a bang as Dublin welcomed thousands of overseas revelers to a major New Year's Eve Festival to mark the Gathering's start.

On a similarly strategic level, and I believe in the long run equally seismic, Fáilte Ireland's work with the Tourism Recovery Taskforce came to fruition during 2012. The Task Force's "GB Path to Growth" strategy, published in 2012, proved to be a seminal moment in Irish tourism. For the first time, all the key players in tourism came together to agree a shared vision for the British market but also, critically, a clear practical work plan. This strategy called for a fundamental shift in how we tackle our nearest market in the pursuit of growth in visitor numbers.

Fundamentally, we are - according to the insights in the strategy - fighting as an alternative 'home holiday' destination within Britain and this requires a significant



change in mind-set as to how we position ourselves in Great Britain. The strategy also identifies those key market segments we need to target with tailored messaging and that too will be a challenge to our traditional broad-brush approach.

As our continued poor performance in the British Market remained the 'elephant in the room' throughout 2012, never has a report been so timely or so necessary to act upon. Indeed, if we do implement the "*GB Path to Growth*" successfully and turn that market around, I think we will one day look back at 2012 as the year we decided to stop the decline and to win Britain back.

I would like to express my appreciation to Minister for Transport, Tourism and Sport Leo Varadkar, and Minister of State, Michael Ring for their continued focus on tourism throughout 2012. Since coming into office in 2011, the Government has put the tourism sector at the heart of its economic recovery programme. Through the initial "*National Jobs Initiative*", we have enjoyed a lower VAT rate for key tourism services, lower PRSI rates, a visa waiver scheme and an air access strategy. This has been built on through the Government's subsequent "*Action Plan for Jobs*", with continuing commitment to tourism services and investment. In addition, and despite the very challenging economic circumstances, the Government provided significant additional resources for "*The Gathering*". As many of our tourism businesses gradually move from stability to true growth, these measures are giving them the space to do so.

On behalf of the Authority, I would also like to thank Shaun Quinn and all his team in Fáilte Ireland for their commitment and professionalism in supporting the tourism industry throughout 2012. In an industry of 17,000 businesses - many of which are SMEs or micro enterprises - the tourism sector can often be fragmented and speak with many voices when it might benefit from a more united vision. As we saw with the Tourism Recovery Taskforce's work, when the industry does come together, it can produce decisive results. I would like to commend all the Fáilte Ireland staff who worked to provide such focus, unity of purpose and action throughout 2012.

In conclusion, 2012 was a good year for tourism. Admittedly, there are still many challenges out there and there is certainly no room for complacency. However, I believe the trends are starting to go in the right direction. I assumed the Chairmanship of Fáilte Ireland in 2008 and we've certainly seen some very difficult times since then. On the basis of our performance in 2012, I'm pleased to say that I am, and I believe the Irish tourism industry is, more hopeful and optimistic than we've been for a very long time.

Redmond O'Donoghue - Chairman

Chief Executive Statement

“Customer satisfaction with the Irish tourism product remained high in these challenging times. An impressive nine out of ten overseas holidaymakers continue to say that Ireland matched or exceeded their expectations.”



Shaun Quinn
Chief Executive

TOURISM PERFORMANCE

Simply put, 2012 was a pivotal year for the tourism industry. After four years of extremely challenging trading conditions, the sector's focus - and the concerns of most businesses - began to turn from merely surviving towards seeking growth once more. Accordingly, Fáilte Ireland's work during the year began to concentrate on the need to identify and target potential growth in the most promising markets.

During 2012, tourism earnings - combined spending by international tourists and Irish people taking trips here - brought total tourism revenue to an estimated €5.4 billion. Of this €5.4 billion, foreign exchange earnings accounted for €4.0 billion or 75%.

The improving environment was evident in the fact that trips to Ireland from many of our overseas markets were up on 2011. The Mainland European market performed particularly well and accounted for 36% of international volume. Germany in particular performed strongly, with trips up 6%. North American arrivals grew by 4% to over 900,000 in the same period. This is the highest level recorded since the recession began of North American visitors. Visitors from the other long haul markets also increased, by 7% in 2012, to more than 375,000 arrivals.

The overall number of overseas visitors grew slightly to 6.3 million with a 3% drop in visitors from Britain (representing 43% of all visitors) as the key factor preventing a stronger growth overall.

This 2012 performance in the British market reinforced the need for a necessary and fundamental change in approach to that market and, for that reason, Fáilte Ireland set out, along with Tourism Ireland and other key industry stakeholders, to work through a Tourism Renewal taskforce on a radical new blueprint for the British market. This resulted in the crucial 2012 report '*GB Path to Growth*' - which proposed a smarter segmented approach to that market based on best prospects and those demographic groups with the most potential.

On the home front, an estimated 7.6 million domestic trips were taken by Irish residents in 2012 which was a

slight drop from the 2011 performance, with expenditure estimated to €1.3 billion. It was evident during 2012 that the domestic market had plateaued and future growth for the sector would lie overseas. For this reason, the lessons and methodology from '*GB Path to Growth*' began to be rolled out to analyse other overseas markets while Fáilte Ireland also began to examine the possibility of applying a more segmented approach to identify if there was any possible potential growth in the home market.

The visitor numbers during 2012 were reflected in the performance of the accommodation sector. Hotels were the strongest performers during the year with average room occupancy up overall to 60%, driven primarily by strong performance in urban areas. Significantly, this increase in occupancy reflected actual growing demand and more business as the supply of bed stock had only fallen marginally. While trading conditions continued to be challenging for other accommodation sectors, the recovery in the fortunes of many hotels - particularly in Dublin and traditional tourism destinations - bode well for job creation in the sector.

This performance was assisted by an ongoing Government reduction in VAT rates for the sector which contributed to improved value perceptions from customers in all markets, with the proportion of visitors rating value for money as 'poor' dropping markedly between 2011 and 2012. Fáilte Ireland's '*Survey of Overseas Travelers*' reflected this improvement in satisfaction levels - with value for money in the sector apparent amongst visitors from all of Ireland's main overseas markets. In the Eurozone, satisfaction levels with value for money during 2012 were highest amongst Italian and French visitors. During the year the trend from the UK continued to improve as an increasing proportion of British visitors rated Ireland in positive terms with regard to value for money, up to 78% in 2012 (compared to 69% in 2011).

Overall customer satisfaction with the Irish tourism product remained high in these challenging times. An impressive nine out of ten overseas holidaymakers continued to say that Ireland matched or exceeded their expectations.



SUPPORTING TOURISM BUSINESSES TOWARDS GROWTH

After a number of years where the emphasis had been on efficiency, cost-cutting and business survival, in 2012 Fáilte Ireland geared its investment in practical business supports towards a greater emphasis on those factors which would deliver future growth in visitors and numbers - particularly selling overseas and online. By year end, 4,000 tourism enterprises had received tailored supports for sales and marketing, E-business, and understanding customer markets as well as more traditional programmes centred on maximizing yield and profits, business mentoring, financial expertise and productivity.

Fáilte Ireland's *Sales Connect* programme is focused on helping tourism businesses to identify and locate their best potential overseas markets as well as how to tailor their services to these customers. The *Sales Connect* programme is designed as a long term intervention and is fully supported by a series of workshops and training. Almost 700 members of the trade directly benefitted from *Sales Connect* in 2012.

Importantly, following the publication of the *GB Path to Growth* report, Great Britain was a particular focus of the *Sales Connect* programme for 2012. A suite of supports was developed as a resource for tourism businesses to specifically understand and grow their own capability for the GB market.

As well as targeting those markets with the best potential, tourism businesses searching for growth also need to harness the latest technology to develop an increased level of engagement with potential customers. For Fáilte Ireland, this has led to the development of new initiatives to help empower small and medium tourism enterprises to sell themselves better online, creating greater digital content for the industry to share and use and employing cutting edge technology in our own tourism information services.

Not surprisingly, therefore, the development of digital marketing skills for tourism enterprises was a significant focus during 2012. A range of digital supports was provided to medium and large tourism businesses, and existing online supports were strengthened to assist smaller enterprises. In addition, digital training and online tools such as webinars were introduced as an innovative channel to provide support. Once more, to implement the *GB Path to Growth* initiative, a series of tailored web supports were also provided.

Overall, Fáilte Ireland worked with 2,650 businesses and tourism personnel to review and improve their digital presence. Digital marketing, channel management and online reputation were the key focus areas for the year.

Finally, Industry managers and owners also engaged in large numbers with our business mentoring service and availed of marketing, strategy and finance mentoring, whilst a range of new workshops kept industry leaders updated with developments and business solutions.

WORK, REST AND PLAY - GROWING THE LEISURE AND BUSINESS CONFERENCE SECTORS

With a growing emphasis on the potential of overseas markets to sustain a momentum towards growth, Fáilte Ireland worked throughout 2012 to create opportunities for tourism operators in the leisure sector to be in a position to sell directly to key overseas travel agents,



media and others and encourage more holidaymakers to our shores.

During the year, Fáilte Ireland, coordinated a programme of six major 'Meet-the-buyer' trade workshops. In total, some 937 Irish tourism businesses participated in these workshops to meet and conclude business with 455 key representatives of the international travel trade - resulting in almost 20,000 pre-arranged one to one meetings and pitching opportunities for participating Irish businesses. The largest event, Meitheal, once again brought impressive numbers of overseas trade and Irish businesses to Dublin for the two-day workshop.

We hosted over 44 group familiarisation visits to Ireland from 18 markets, offering over 455 key travel agents and tour operators the opportunity to experience first-hand our world class tourism product. Dedicated group trade trips for outdoor activities were particularly successful.

Fáilte Ireland also welcomed and hosted a number of influential international media and travel writers to Ireland so that they could profile the destination for international audiences. Almost 1,350 overseas media representatives from 18 countries were hosted in Ireland generating an estimated advertising value of €260m.

Overall, Fáilte Ireland developed more than 500 bespoke itineraries for overseas buyers and media visiting Ireland.

Winning International Business Tourism for Ireland

Business visitors and international conferences have been a particular success story for Ireland over the last number of years - with higher spending delegates (compared to holiday makers) generating significant revenue for tourism businesses. Fáilte Ireland continued to invest heavily in identifying, attracting and securing more international conferences and meetings to Ireland in 2012.

In 2012, 237 conferences took place bringing to Ireland 105,000 delegates and a revenue yield of approximately €148m for the Irish economy. The majority of these conferences (207) were successfully won for Ireland with direct support from Fáilte Ireland.

In business, medical and other sectors, Fáilte Ireland recruited and supported 212 'conference ambassadors'

from a dedicated Conference Ambassador Financial Support Scheme to work amongst their peers and to bid for international conferences with Ireland as the host, adding new international conference business to Ireland.

A large proportion of these ambassadors were, in turn, introduced by Fáilte Ireland to the overseas Convention Bureaus and the relevant professional organisers, venues and hotels to ensure their bids were best-placed to compete. In terms of business generation, these ambassadors represent a potential for over 128,000 delegates with prospective revenue totaling €179m.

As part of the integration of Dublin Tourism into Fáilte Ireland, Dublin Convention Bureau now operates within the Fáilte Ireland business tourism unit and will continue in the promotion of Dublin as an attractive destination for conferences and events.

STIMULATING DOMESTIC DEMAND

Despite a slight contraction, the home holiday market remained one of our biggest markets in 2012 and, in order to maintain levels of consumer activity in this market, we continued to actively market to the domestic audience - particularly through our 'Fun Starts Here' campaign which research showed to be performing well and delivering very high levels of awareness.

In 2012, this intensive marketing campaign used a blend of innovative marketing and an exciting mix of festivals, events and offers to further strengthen Ireland as an exciting destination communicating the depth and breadth of what a break at home can offer in terms of destinations, activities, attractions, and events while at all times ensuring that a 'value for money' message was strong given the current economic climate. In keeping with technological trends, greater emphasis was placed online with the consumer website DiscoverIreland.ie at the heart of all promotion.

THINGS TO DO AND SEE

Our marketing efforts were complemented again by the implementation of an attractive and compelling programme of festivals and cultural events which served to heighten the appeal of many tourist destinations



around Ireland. As a major sponsor, Fáilte Ireland continued to invest heavily in festivals and cultural events throughout 2012. A total of €3.26m was awarded to 229 festivals during the year. Our national programme supported 43 festivals with 186 supported through our regional programme. Fáilte Ireland also spent a large part of 2012 preparing the Festivals Calendar to support 'The Gathering 2013'.

Key International Events

Fáilte Ireland continued to support key international sporting events with tourism potential in 2012 including the welcome return of the Volvo Ocean Race to Galway. The race finale took place in July and was broadcast to a global television audience of 1.3 billion. The streets of Dublin welcomed the Formula 1 showcase spectacle, Bavaria City Racing and also enjoyed the arrival of the Tall Ships for the final port of call for the 2012 series.

DEVELOPING THE POTENTIAL OF OUR DESTINATIONS

At the heart of any sales pitch is the product and one of the key developments in Fáilte Ireland's approach to improving Ireland's appeal has been the realisation that this country needs large-scale big attractions and experiences to lure visitors to our shores.

Fáilte Ireland continued to invest significantly in iconic projects during 2012 in order to make Ireland a more attractive prospect for visitors. This involved further capital investment in the tourism industry focussing on six large-scale projects approved for approximately €14m of grant assistance under the Tourism Capital Investment Programme - including the Waterford Viking Quarter and the Kilkenny Trail project.

With regard to projects of scale, during 2012 Fáilte Ireland also began to develop *'The Wild Atlantic Way'*, Ireland's first long-distance themed driving route and, throughout the year, public consultation meetings took place along the West Coast as part of that development process. Similarly, in the nation's capital, *'The Dubliner'*, a Dublin Cultural Discovery Trail, also began its development in 2012 with capital funding of over €4 million secured to bring the project to fruition.

As well as large scale projects to capture the imagination of visitors, a successful tourism destination also knows how to bring to life its existing stock of attractions. To this end, *'Sharing our Stories'*, an interpretation and animation scheme was designed in 2012 with the aim to enhance the visitor experience of Ireland by supporting innovative projects which bring to life our heritage and culture. Similarly, on a pilot basis, a new initiative to develop and bring to life the potential of Merrion Square, as a unique and vibrant cultural destination and tourist attraction, was launched in 2012. This successful leveraging of culture, heritage and the public realm included a specifically scheduled cultural and events programme to position it as a "go-to" place for national and international culture seekers.

Ireland's rich food heritage was also a focus for 2012 with increased emphasis on the development of food tourism as a key part of the overall visitor experience and our *'Food Champions'* initiative, in particular, proved to be a great success with a high level of interest and participation from operators and restaurateurs.

Finally, the development of successful tourism destinations is also reliant on the input and contribution of the wider community. Accordingly, during 2012, in order to recognize those communities who were showing a commitment and dedication to growing local tourism, Fáilte Ireland launched its inaugural Tourism Towns Award with 46 entries from across the country. Portmagee, Co Kerry, was crowned the winner at a ceremony in Dublin.

TOURISM RESEARCH AND INSIGHT

In 2012 Fáilte Ireland completed a range of studies and other projects in order to provide an evidence-based foundation to inform future tourism initiatives and the direction of resources.

Following the the 2011 destination survey - which provided highly detailed statistical analysis of tourism performance at a regional level - a further study was carried out again in 2012 relating specifically to the measurement of holidaymaker satisfaction with various aspects of their holiday experience in the different regional destinations.



Continuous measurement of the performance of the various accommodation sectors took place throughout the year. As well as the continuous profiling of domestic tourists through national surveys, overseas visitor profiling was undertaken at the major air and seaports. The effectiveness of the domestic advertising campaign was also tracked. Three waves of our Tourism Barometer Survey were carried out, measuring industry sentiment in relation to year to date performance and in relation to perceptions of future prospects.

Last year Fáilte Ireland's Research Department delivered several projects to inform pro-tourism outcomes on a range of issues. These included:

- The *GB Path to Growth* strategy document
- Reviewing the tourism functions of Shannon Development
- Representing the views of the industry on the National Credit Consultative Committee and the State Bodies Group on SMEs

CONCLUSION

During 2012, a large part of Irish tourism moved out of the intensive care ward and started to look, for the first time in years, towards the future and for growth. In this regard a number of opportunities pointed the way ahead throughout the year.

Despite one clear note for concern, the continuing weakness of the British market, there was also the glimpse of significant opportunity in 2012. The evidence suggests that as British outbound tourism has declined in recent years, there has been an increase in domestic tourism within Britain. However, as *GB Path to Growth* indicated, Ireland is well placed to compete with domestic British destinations such as Scotland, Devon and Cornwall. To do this, we will require a radical transformation in terms of how the Irish tourism offering is packaged and marketed to specific targeted segments within the overall British market. During 2012, we began that journey.

The other opportunity which can be gleaned from the embers of 2012 is the potential in those overseas

markets which are growing - notably the US, Germany and France where Ireland already has an established positive reputation and their domestic economic conditions are more likely to be conducive to growth. If we are to get back to sustainable levels of tourism growth, the tourism sector will have to place a greater emphasis and investment in those core markets.

The final opportunity - which became even clearer in 2012 - lies online. Facebook now has more than a billion members on its network, 400 million tweets are sent daily. And it is estimated that the number of blogs on the internet has risen four-fold since 2006 to more than 180 million. Indeed, the use of social media has become an integral part of people's day-to-day routines that it is almost stating the obvious to point out that the internet will pose a fundamental challenge to tourism - not only to how it markets itself but, with vehicle's such as AirBnB, a challenge to the very nature of its accommodation model.

However, with that challenge, there are also opportunities presented by social media for tourism businesses to learn about their customers and to reach them in greater numbers than ever before. Fáilte Ireland's work to help businesses realize that potential grew once more throughout 2012 - building on the digital training and supports we have been developing over the last number of years -and will continue to so in the years to come.

For tourism to grow, the sector needs to focus like a laser on these opportunities and extract their maximum potential. As the national tourism development authority, Fáilte Ireland will be playing its part and we continue to work alongside tourism businesses up and down the country to help them remain competitive; attract more visitors; and position themselves in those markets and utilize those channels which offer the best prospects for growth, revenue and jobs.

Shaun Quinn - Chief Executive



Tourism 2012 *A Year in Figures*

■ The Tourism and Hospitality Industry

Employed an estimated 185,000 people.
Generated an estimated €5.4bn in revenue.
Welcomed 6.3 million overseas visitors who spent an estimated €4.0bn.

■ The Domestic Market

Enjoyed an estimated 7.6 million domestic trips, generating an estimated spend of €1.3bn.

■ Satisfaction Ratings

99% of overseas holidaymakers' expectations were met or exceeded.

66% of overseas holidaymakers said that they would definitely recommend Ireland as a holiday destination.

98% of domestic holidaymakers were satisfied with their most recent holiday/short break.

■ Investing in tourism development

6 projects received €14m in grant support from Fáilte Ireland.

■ Business Supports

4,000 tourism businesses received tailored support from Fáilte Ireland in 2012.

2,650 tourism businesses registered with our e-Business initiative.

691 tourism businesses registered for the Sales Connect programme.





Fáilte Ireland

National Tourism Development Authority

■ Business Tourism

237 international conferences brought in excess of 105,000 overseas delegates to Ireland.

These conferences were worth approximately €148m to the Irish economy.

International delegates spent an average of six days in Ireland with nearly one in four travelling with friends or family generating added value to the international conference.

The total value of each international association conference delegate coming to Ireland was calculated as between €1,000 - €1,500.

■ Festivals and Events

€3.26m was allocated to 229 festivals throughout Ireland in 2012 - 43 events through the National Programme and 186 through our Regional Programme.

■ Promoting Ireland as a Destination

A €3.4m Discover Ireland campaign - "The Fun Starts Here" continued in 2012 to promote Ireland to domestic visitors.

Almost 1350 overseas media representatives from 18 countries were hosted in Ireland in 2012 generating EAV of €260 million to date.

Almost 20,000 one to one business meetings took place between 455 overseas buyers and 937 Irish suppliers during 6 Meet the Buyer trade workshops in 2012.



Corporate Statement

for the year ended 31 December 2012

Corporate Governance

Fáilte Ireland supports and subscribes to the highest standards of corporate governance and specifically abides by applicable principles and guidelines defined in the Code of Practice for the Governance of State Bodies.

Equality

Fáilte Ireland is an equal opportunities employer. All relevant equality legislation is implemented by the organisation.

Safety, Health and Welfare

The well-being of the organisation's employees and trainees was safeguarded through strict adherence to health and safety standards. The Authority is satisfied that the company meets the provisions of the Safety, Health and Welfare at Work Act 2005

Freedom of Information

In the period under review, Fáilte Ireland received 12 requests under the Freedom of Information legislation.

Training Activity 2011 and 2012

for the year ended 31 December 2012

	2011	2012
Fáilte Ireland Skills Programmes	36	0
Industry-Based Programmes	13,719	15,394
College-Based Programmes	1,851	1,600
Grand Total	15,606	16,994

Authority Members 2012



Redmond O'Donoghue
Chairman



Susan Bergin



Dr Mary Coveney



Oliver Daniels



Kevin Dundon



Marguerite Howley



Brian Hughes



Noel Kavanagh



Gina Murphy



Ciaran O Gaora



Catherine Reilly



Eithne Scott-Lennon



Frankie Sheahan

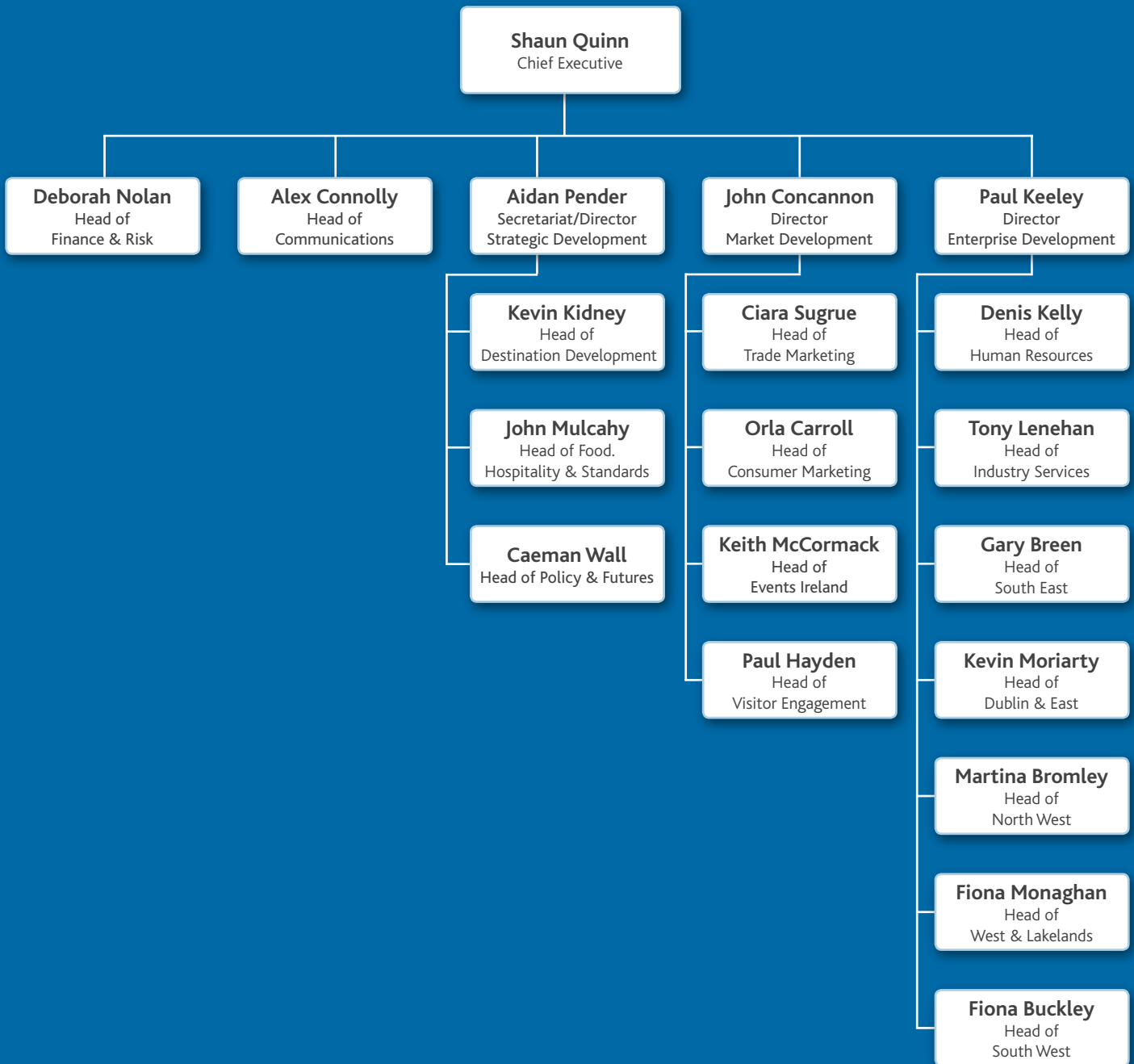
Member Attendance at Authority Meetings in 2012

The Authority held nine meetings during 2012.

Member	Total	Member	Total	Member	Total
Redmond O'Donoghue	9	Marguerite Howley	3	Catherine Reilly	4
Susan Bergin	9	Brian Hughes	9	Eithne Scott Lennon	5
Mary Coveney	9	Noel Kavanagh	9	Frankie Sheahan	8
Oliver Daniels	9	Gina Murphy	8		
Kevin Dundon	8	Ciaran O Gaora	8		

Divisional Structure

December 2012



Tourism Numbers and Revenue 2009 - 2012

	Numbers (000s) (Revenue €mn)					% change 12 vs 11
		2009	2010	2011 ¹	2012	
Britain	Nos (000s)	3,034	2,759	2,799	2,722	-3
	(€mn)	1,035.8	879.4	858.3	857.9	n.c
Mainland Europe	Nos (000s)	2,323	2,011	2,184	2,247	+3
	(€mn)	1,348.0	1,133.9	1,110.8	1,060.5	-5
North America	Nos (000s)	920	864	904	940	+4
	(€mn)	724.6	695.1	677.4	745.7	+10
Rest of World	Nos (000s)	301	311	353	378	+7
	(€mn)	311.3	290.4	272.8	291.6	+7
Total Overseas Visitors	Nos (000s)	6,578	5,945	6,240	6,268	+1
Total Overseas Revenue	(€mn)	3,419.7	2,998.8	2,919.4	2,955.8	+1
Northern Ireland Trips	Nos (000s)	n/a	n/a	1,416	1,264	-11
Northern Ireland Revenue ²	Rev (€mn)	n/a	n/a	295.8	284.3	-4
Carrier Receipts	(€mn)	524.0	580.0	626.0	767.0	+23
Overseas Same-day Visits	(€mn)	27.0	25.0	36.0	34.0	-6
TOTAL FOREIGN EXCHANGE EARNING⁴	(€mn)	3,970.7	3,603.8	3,877.2	4,041.1	+4
Domestic Trips²	Nos (000s)	8,340	7,300	7,169	7,031	-2
Domestic Revenue ³	(€mn)	1,389.8	1,560.5	1,415.9	1,345.4	-5
TOTAL TOURISM REVENUE	(€mn)	5,360.5	5,164.3	5,293.1	5,386.5	+2

¹ revised by CSO in 2013.

² 2010 and 2011 revised by CSO in 2013.

³ 2010 and 2011 revised by CSO in 2013.

⁴ Foreign exchange earnings in 2009 and 2010 exclude revenue from Northern Ireland visitors

Source: CSO/NISRA/Fáilte Ireland

Energy Efficiency Statement

Overview of Energy Usage in 2012

Fáilte Ireland underwent significant changes in 2012 - including the merger in January 2012 of Dublin Tourism. This merger further expanded Fáilte Ireland's remit and increased the number of staff, properties and energy requirements of the organisation. As at end of January 2012, Fáilte Ireland had c. 390 staff and 50 properties: including 7 properties over 1000m² - 2 of which are listed/protected structures, (a total of 10 of Fáilte Ireland's properties are listed premises). Consequently, our organisational energy demands now range from the supply of energy to our 8 administrative offices (incl. HQ in Dublin), 35 Tourist Information Offices (TIO), 3 Museums and 4 other properties.

In 2012 Fáilte Ireland consumed 2,714 MWh of energy, consisting of:

- 1,889 MWh of electricity
- 825 MWh of fossil fuels, consisting of 681.8 MWh of natural gas, 12.2 MWh of LPG, 58.4 MWh of Kerosene and 72.2 MWh of Gasoil

Fáilte Ireland's total energy usage in 2011 was 2,457 MWh; 2012 figures reflect an overall 10.5% increase in our organisational energy usage from 2011 to 2012 comprising:

- 90 MWh less in electricity (4.5% decrease on 2011)
- 347 MWh (72.6%) increase in fossil fuels including:
 - 316.3 MWh increase in natural gas (representing an 86.5% increase); 235.8 MWh/75% of the increase accounts for heating a large (over 1,000m²) former Dublin Tourism listed/protected structure and 17.1 MWh accounts for heating of a newly opened admin office
 - 38.8 MWh decrease in gasoil consumption (35.5% saving on 2011), - 58.4 MWh increase in Kerosene (100% increase attributable to heating of a new premises) - 12.2 MWh increase in use of liquid petroleum gas (100% increase); following

reinstatement works on a heritage site we are now in a position to heat the site to ensure appropriate conditions maintained.

Actions Undertaken in 2012

Throughout 2012 Fáilte Ireland continued to focus on energy efficient and energy saving initiatives, particularly given the addition of several properties to our property portfolio. Below are just some of the changes made to try to decrease future energy consumption:

- Fáilte Ireland moved 2 of our regional admin offices in Q1 2012; our South West and East & Midlands offices. In line with SI 542 of 2009; public bodies shall only lease a building where that building has a Building Energy Rating equal to or better than B3 from 1 January 2012. The improved BER ratings for each premises assisted FI in occupying more energy efficient premises. Details outlined as follows:
 - FI South West: B2 rating (old premises Display Energy Certificate was B3) - Energy used in 2011 for the admin office (incorporating TIO) was 98.5 MWh, Energy used in 2012 for new admin office and the TIO was 143 MWh. Although this reflects a 45.1% increase in energy usage the segregation of these services and operation of 2 separate offices was paramount to ensure a healthy and safe working environment for all staff.
 - FI East & Midlands: B2 rating (old premises BER was E2)
 - Energy used in 2011 for this admin office was 39.6 MWh, Energy used in 2012 for new admin office and to maintain the old vacant office (a listed premise) was 45.9 MWh, reflecting an increase of 6.4 MWh or 16.1% to maintain the 2 properties. However, once the organisation can dispose of the listed premise, we are looking at possible potential energy savings of 17% on 2011 figures from moving office

Energy Efficiency Statement

- FI upgraded 8 hand dryer units in WC facilities in HQ Amiens Street with more energy efficient units; 2,500W units were replaced with 650W units; the 8 units installed also decrease drying time from 30 seconds to 10 seconds - resulting in the energy output used per hand dry decrease from 20.8W to 1.8W; although exact energy savings are immeasurable as dependent on usage, the units installed are 91% more energy efficient
- During reinstatement works at our heritage site Yeat's Tower, Thoor Ballylee, Gort (following extensive flood damage) a new Compact HE (high efficiency) Combination Vokèra 35 KW LPG boiler was installed to replace the inoperative Vailant 35 KW LPG boiler. The new boiler has a seasonal efficiency of up to 90.1% (SEDBUK rating)
- Other heating systems upgraded in 2012 included the installation of 11 x 1.4 KW dimplex panel heaters (with timer) at Dublin Writers' Museum (listed premises). Previous storage heaters were varying in age from 13 - 20 years old
- Our ICT Division consolidated 3 physical servers (HP ProLiant DL360 G5) into a virtualised environment. Estimated energy savings from this project are 18.4 MWh annually. The Physical-to-Virtual (P2V) consolidation process also helps reduce the AC usage in our server rooms as less machines means less heat generated; less cooling required. Unfortunately, these savings are indeterminable
- An ICT hardware refresh saw 59 upgrades from Lenovo ThinkCentre M52s in our regional offices to Lenovo ThinkCentre M72E machines. The annual energy consumption differential is estimated to be 239 KWh per PC, leading to estimated savings of 14.1 MWh of electricity per annum
- By implementing an improved print management programme at Head Quarters in Dublin; decreasing

the number of printers in use in conjunction with rolling out multifunctional photocopier/printers at centralised points throughout the building generated estimated electricity savings of 2.5 MWh annually

- EU requirement (EC Reg. 2037/2000) to replace R22 air conditioning units with more environmentally friendly units by 2014; in 2012 Fáilte Ireland replaced the A/C in Eyre Square Galway Tourist Information Kiosk from a Haier R22 unit to a Mitsubishi 4KW R410A unit. Exact MWh savings are undeterminable as dependent on air conditioning usage

Actions Planned for 2013

In 2013, it is Fáilte Ireland's ambition to decrease our energy usage and continue to improve our energy performance/awareness. We hope to do this by undertaking the following initiatives:

- Our ICT division plan to retire 9 physical HP ProLiant servers before end of 2013; 2 x DL380 G4, 2 x DL150 G3, 2 x DL360 G6, ML350 G4, DL140 G3 and DL360 G5. The estimated energy saved retiring these 9 servers will be approx. 46.8 MWh annually
- It is planned to carry out an ICT hardware refresh of 41 regionally based machines before end of Q2 2013. Lenovo ThinkCentre M52s will replace Lenovo ThinkCentre M72E machines. The annual energy consumption differential is estimated to be 239 KWh per PC, leading to estimated savings of 9.8 MWh of electricity per annum
- When undertaking office consolidation or fit outs in 2013, Fáilte Ireland will implement improved print management programmes; it is our policy to provide one centralised multifunctional B&W photocopier/printer and one colour printer per open plan office (in line with the best practice highlighted by National Procurement Services Managed Print Services framework). Exact energy savings are

Energy Efficiency Statement

currently indeterminable as it will be dependent on number of devices eliminated by the consolidation process

- The planned refurbishment of 1st floor in our Killarney office will make 1st floor all open plan (creating energy efficiencies by eliminating cellular offices), it is also proposed that WC facilities will be fitted with PIR/Sensor lights
- A significant increase in our oil consumption in Killarney (from 50.9 MWh in 2011 to 72.2 MWh in 2012; 41.8% increase) led us to evaluate the existing heating system. It was found the existing hot water & heating circuits are served from an unidentified light oil boiler which is heavily deteriorated with age and likely close to being past its life expectancy. The burner element is relatively new; Riello G10 oil burner rated at 54-120kW with an oil consumption of 4.5-10kg/hr. The current boiler efficiency is estimated to be in the region of 50% in comparison to 80% of the new oil boilers. Should we convert to a new condensing boiler which uses gas/LPG fuel the boiler efficiency is estimated to be over 90%. It is planned to install the new boiler in Summer of 2013
- A proposed upgrade of the Amiens Street CCTV system
 - the planned upgrade should see a decrease in the number of devices required (given the larger scope, flexibility & range of newer units) and the replacement of all units with newer, more energy efficient cameras (some existing units are up to 20 years old)
- To review existing light fixtures and plan replacements of older high energy units where feasible; e.g. in Amiens Street we have 6 x 150W halogen uplighters in a meeting room - we are planning to change these to CFL lamps in 2013
 - CFL lamps use only 15% of the energy of the 150W halogen lamps
- Installation of PIR/Sensor light units will be fitted where possible in Amiens Street premises, i.e. toilet areas, coffee stations etc.; exact energy savings are indeterminable as time of illumination will depend on amount of footfall & natural light (proposed sensors are motion & light based; i.e. if enough natural light is in the area the light fixture will not turn on).



“ Our marketing efforts were complemented again by the implementation of an attractive and compelling programme of festivals and cultural events ”

Consolidated Financial Statements

For the Year Ended 31 December 2012



Statement of Responsibilities of the Authority

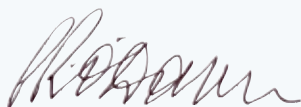
Section 27 of the National Tourism Development Authority Act 2003 requires the Authority to prepare financial statements in such form as may be approved by the Minister with the consent of the Minister for Public Expenditure & Reform.

In preparing those financial statements, the Authority is required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and estimates that are reasonable and prudent;
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that Fáilte Ireland will continue in operation;
- disclose and explain any material departures from applicable accounting standards.

The Authority is responsible for keeping proper books of account which disclose with reasonable accuracy at any time the financial position of the Authority and which enable it to ensure that the Financial Statements comply with Section 27 of the Act.

The Authority is also responsible for safeguarding the assets of Fáilte Ireland and for taking reasonable steps for the prevention and detection of fraud and irregularities.



Redmond O'Donoghue - Chairman



Mary Coveney - Authority Member

Comptroller and Auditor General Report of the for presentation to the Houses of the Oireachtas

National Tourism Development Authority

I have audited the financial statements of the National Tourism Development Authority for the year ended 31 December 2012 under the National Tourism Development Authority Act 2003. The financial statements, which have been prepared under the accounting policies set out therein, comprise the Accounting Policies, the Group Income and Expenditure Account, the Group Statement of Total Recognised Gains and Losses, the Group Balance Sheet, the Authority Balance Sheet, the Group Cash Flow Statement and the related notes. The financial statements have been prepared in the form prescribed under Section 27 of the Act, and in accordance with generally accepted accounting practice in Ireland.

Responsibilities of the Members of the Authority

The Authority is responsible for the preparation of the financial statements, for ensuring that they give a true and fair view of the state of the Authority's affairs and of its income and expenditure, and for ensuring the regularity of transactions.

Responsibilities of the Comptroller and Auditor General

My responsibility is to audit the financial statements and report on them in accordance with applicable law.

My audit is conducted by reference to the special considerations which attach to State Bodies in relation to their management and operation.

My audit is carried out in accordance with the International Standards on Auditing (UK and Ireland) and in compliance with the Auditing Practices Board's Ethical Standards for Auditors.

Scope of 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 Authority's circumstances, and have been consistently applied and adequately disclosed
- the reasonableness of significant accounting estimates made in the preparation of the financial statements, and

- the overall presentation of the financial statements.

I also seek to obtain evidence about the regularity of financial transactions in the course of audit.

In addition, I read the Authority's annual report to identify if there are any material inconsistencies with the audited financial statements. If I become aware of any apparent material misstatements or inconsistencies I consider the implications for my report.

Opinion on the Financial Statements

In my opinion, the financial statements, which have been properly prepared in accordance with Generally Accepted Accounting Practice in Ireland, give a true and fair view of the state of the Group's and the Authority's affairs at 31 December 2012 and of the Group's income and expenditure for 2012.

In my opinion, proper books of account have been kept by the Authority. The financial statements are in agreement with the books of account.


Matters on which I Report by Exception

I report by exception if

- I have not received all the information and explanations I required for my audit, or
- my audit noted any material instance where moneys have not been applied for the purposes intended or where the transactions did not conform to the authorities governing them, or
- the information given in the Authority's Annual Report is not consistent with the financial statements, or
- the Statement on Internal Financial Control does not reflect the Authority's compliance with the Code of Practice for the Governance of State Bodies, or
- I find there are other material matters relating to the manner in which public business has been conducted.

I have nothing to report in regard to those matters upon which reporting is by exception.

Seamus McCarthy



For and on behalf of the Comptroller and Auditor General
30th June 2013

Statement of Internal Financial Control

On behalf of the Authority Members I acknowledge our responsibility for ensuring an effective system of internal financial control is maintained and operated. The system can only provide reasonable, and not absolute, assurance that assets are safeguarded, transactions authorised and properly recorded, and that material errors or irregularities are either prevented or would be detected in a timely manner.

The Authority has taken steps to ensure an appropriate control environment by:

- clearly defining management responsibilities
- establishing formal procedures for reporting significant control failures and ensuring appropriate corrective action.

A formal process for the identification, evaluation, mitigation and management of business risk has been undertaken and includes:

- the identification and nature of risks
- the likelihood of occurrence
- the financial or other implications
- the mitigating factors
- plans to manage the identified risks
- monitoring and reporting on the process

The system of internal financial control is based on a framework of regular management information, administrative procedures including segregation of duties, and a system of delegation and accountability. In particular it includes:


- Strategic plans and annual budgets which are approved by the Authority
- High level budget reports reviewing performance against budget which are reviewed at Authority meetings.
- A Finance Policy Committee, consisting of the Chief Executive and Directors along with the

Head of Finance which meets monthly to examine performance against budget and to discuss financial issues affecting the organisation.

- An Internal Audit function which monitors compliance with policies and procedures and the effectiveness of internal controls within the organisation. The Internal Auditor reports to the Chairman of the Audit and Risk Policy Committee.
- An executive Risk Management function which monitors the organisation's progress on risk identified in the Risk Register and reports to the executive.
- An Audit and Risk Policy Committee which is made up of three non-executive directors and which meets approximately four times a year to review the Internal Auditor's reports and review the Risk Register, and which reports to the Authority.

The Authority's monitoring and review of the effectiveness of the system of internal financial control is informed by the Internal Auditor, the Audit Committee which oversees the work of the Internal Auditor, and the executive managers within Fáilte Ireland who have responsibility for the development and maintenance of the financial control framework.

I confirm that, in respect of the year 31 December 2012, a review of the effectiveness of the system of internal financial control was conducted by the Authority.



Redmond O'Donoghue - Chairman

Accounting Policies

The significant accounting policies adopted in these financial statements are as follows:-

ACCOUNTING CONVENTION

The financial statements have been prepared on an accruals basis under the historical cost convention - except for Oireachtas Grants - and in accordance with generally accepted accounting principles. Financial Reporting Standards recommended by the recognised accounting bodies are adopted as they become applicable.

The consolidated financial statements comprise the Financial statements of the National Tourism Development Authority and its subsidiaries Dublin Regional Tourism Organisation Limited and The Gathering 2013 Limited. The consolidated financial statements do not include Killarney Golf Club Limited as Killarney Golf Club Limited plans to transfer the operation of the club to its members during 2013.

OIREACTHAS GRANTS

Grants shown in the Income and Expenditure Account reflect the amounts received in respect of the period. All Oireachtas funding for Tourism Ireland Limited is funded through Fáilte Ireland.

GRANTS PAYABLE

Grant expenditure is recognised in the period in which the recipient carries out the grant activity that creates an entitlement to the grant support and complies with stipulated grant conditions.

FOREIGN CURRENCIES

Transactions denominated in foreign currencies are converted into euro at an agreed standard rate for the year. Realised exchange gains and losses on transactions settled during the year are included in the Income and Expenditure Account for the year.

Monetary assets and liabilities denominated in foreign currencies are converted into euro at exchange rates ruling at the balance sheet date and resulting gains and losses are included in the Income and Expenditure Account for the year.

TANGIBLE FIXED ASSETS AND DEPRECIATION

Tangible fixed assets are stated at cost less accumulated depreciation. Depreciation, charged to the Income and Expenditure Account, is calculated in order to write off the cost of Fixed Assets over their estimated useful lives, at the annual rates set out below:

Land	0%	
Computer Equipment	33 $\frac{1}{3}$ %	Straight line
Furniture & Fittings	20%	Straight line
Training Equipment	20%	Straight line
Premises	2%	Lower of Straight line/Remaining life of Lease if higher.

INVESTMENTS ASSETS

Investment Assets comprise land and buildings with amenity value only and are stated at historic cost.

FINANCIAL ASSETS

All financial assets are included at nominal value.

OPERATING LEASES

Rental payments under operating leases are dealt with in the Income and Expenditure Account as incurred.

CAPITAL ACCOUNT

The Capital Account represents the unamortised value of income used for capital purposes. Transfers between revenue reserves and capital reserves are made annually so as to equate the capital funding of the organisation, including finance leases, to the net book value of its tangible fixed assets.

DEBTORS

Known bad debts are written off in the period in which they arise.

Corporate Statement

for the year ended 31 December 2012

STOCKS

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

PENSION COSTS

Defined Benefit Schemes

Fáilte Ireland operates defined benefit pension schemes which are funded annually on a pay-as-you-go basis from monies provided by Department of Transport, Tourism & Sport and from contributions deducted from staff salaries.

Pension costs reflect pension benefits earned by employees in the period. The costs are shown net of staff pension contributions which are retained by the Authority. An amount corresponding to the pension charge is recognised as income to the extent that it is recoverable and offset by grants received in the year to discharge payment to pensioners in the unfunded schemes.

Actuarial gains or losses arising on scheme liabilities and, where applicable, scheme assets, are reflected in the Statement of Total Recognised Gains and Losses and a corresponding adjustment is recognised in the amount recoverable from Department of Transport, Tourism and Sport.

Pension liabilities represent the present value of future pension payments earned by staff to date. Deferred pension funding represents the corresponding asset to be recovered in future periods from Department of Transport, Tourism & Sport.

Defined Contribution Schemes

Defined contribution pension schemes are available for staff who are not eligible for the defined benefit schemes.

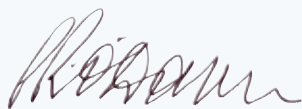
Payments made under the scheme are dealt with in the Income and Expenditure Account of the year to which they relate.

Group Income and Expenditure Account

for the year ended 31 December 2012

	Notes	2012 €'000	2011 €'000
INCOME:			
Oireachtas Grants	1	141,341	141,501
Other Income	2	6,820	12,383
Net deferred funding for pensions in year	23	3,796	4,380
		151,957	158,264
TRANSFER (TO)/FROM CAPITAL RESERVES	16	(643)	2,445
		151,314	160,709
EXPENDITURE:			
General Operating Expenses:			
Market Development	3	26,490	32,658
The Gathering Project 2013 Ltd.	6	6,836	-
Enterprise Development	4	4,649	5,360
Strategic Development	5	27,824	25,429
Operations Development	7	8,029	8,851
Pay	8	21,761	23,048
Tourism Ireland Limited Grant Payovers	1	45,831	51,948
Pension Costs	23	11,658	11,576
		153,078	158,870
Surplus/(Deficit) before Taxation		(1,764)	1,839
Taxation		-	39
Surplus/(Deficit) after Taxation		(1,764)	1,800

The Accounting Policies and notes 1 to 26 form an integral part of these financial statements.



Redmond O'Donoghue - Chairman



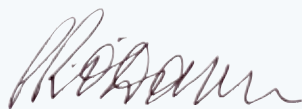
Mary Coveney - Authority Member

Group Statement of Total Recognised Gains and Losses

for the year ended 31 December 2012

	Notes	2012 €'000	2011 €'000
ACTUARIAL LOSSES ON PENSION SCHEMES			
Experience gain on pension scheme liabilities			
Unfunded National Tourism Development Authority Superannuation Scheme	23 (A)	731	3,402
Unfunded (Formerly CERT) Contributory Pension & Death Benefits Plan (Closed)	23 (B)	292	354
Unfunded Regional Tourism Organisations Pension Scheme (Closed)	23 (C)	609	1,430
		1,632	5,186
Losses due to changes in assumptions			
Unfunded National Tourism Development Authority Superannuation Scheme	23 (A)	(31,419)	(3,637)
Unfunded (Formerly CERT) Contributory Pension & Death Benefits Plan (Closed)	23 (B)	(7,826)	(994)
Unfunded Regional Tourism Organisations Pension Scheme (Closed)	23 (C)	(13,285)	(1,559)
		(52,530)	(6,190)
ACTUARIAL (LOSS)		(50,898)	(1,004)
ADJUSTMENT TO DEFERRED PENSION FUNDING	23	50,898	1,004
(Deficit)/Surplus for the Year		(1,764)	1,800
Total Recognised (Loss)/Gain for the Year		(1,764)	1,800

The Accounting Policies and notes 1 to 26 form an integral part of these financial statements.



Redmond O'Donoghue - Chairman



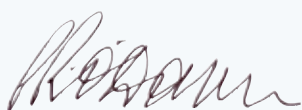
Mary Coveney - Authority Member

Group Balance Sheet

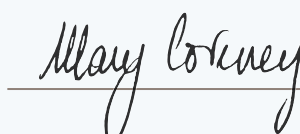
for the year ended 31 December 2012

	Notes	2012 €'000	2011 €'000
FIXED ASSETS			
Tangible Assets	10	27,791	27,148
Financial Assets	12	46	46
Investment Property	11	276	276
		28,113	27,470
CURRENT ASSETS			
Stocks		49	267
Debtors	13	717	1,030
Bank and Cash Balances	14	32,022	29,816
		32,788	31,113
CREDITORS: Amounts falling due within one year	15	29,018	25,579
NET CURRENT ASSETS		3,770	5,534
TOTAL ASSETS LESS CURRENT LIABILITIES		31,883	33,004
TOTAL ASSETS LESS CURRENT LIABILITIES BEFORE PENSIONS		31,883	33,004
Deferred Pension Funding	23	231,888	177,194
Pensions Liabilities	24	(231,888)	(177,194)
TOTAL ASSETS LESS CURRENT LIABILITIES AFTER PENSIONS		31,883	33,004
CAPITAL AND RESERVES			
Accumulated Surplus	17	3,770	5,534
Capital Account	16	28,113	27,470
		31,883	33,004

The Accounting Policies and notes 1 to 26 form an integral part of these financial statements.



Redmond O'Donoghue - Chairman



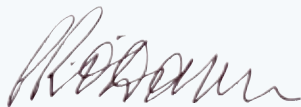
Mary Coveney - Authority Member

Authority Balance Sheet

for the year ended 31 December 2012

	Notes	2012 €'000	2011 €'000
FIXED ASSETS			
Tangible Assets	10	27,556	20,788
Financial Assets	12	46	46
Investment Property	11	276	276
		27,878	21,110
CURRENT ASSETS			
Stocks		49	56
Debtors	13	972	687
Bank and Cash Balances	14	32,022	28,813
		33,043	29,556
CREDITORS: Amounts falling due within one year	15	29,018	24,966
NET CURRENT ASSETS		4,025	4,590
TOTAL ASSETS LESS CURRENT LIABILITIES		31,903	25,700
TOTAL ASSETS LESS CURRENT LIABILITIES BEFORE PENSIONS		31,903	25,700
Deferred Pension Funding	23	231,888	177,194
Pensions Liabilities	24	(231,888)	(177,194)
TOTAL ASSETS LESS CURRENT LIABILITIES AFTER PENSIONS		31,903	25,700
CAPITAL AND RESERVES			
Accumulated Surplus	17	4,025	4,590
Capital Account	16	27,878	21,110
		31,903	25,700

The Accounting Policies and notes 1 to 26 form an integral part of these financial statements.



Redmond O'Donoghue - Chairman



Mary Coveney - Authority Member

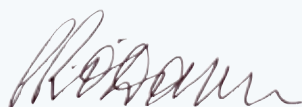
Group Cash Flow Statement

for the year ended 31 December 2012

RECONCILIATION OF SURPLUS/ (DEFICIT) AFTER TAXATION TO NET CASH INFLOW FROM OPERATING ACTIVITIES

	Notes	2012 €'000	2011 €'000
Surplus/(Deficit) after Taxation		(1,764)	1,800
Depreciation of Tangible Fixed Assets		1,190	1,340
Transfer to Capital Account	16	643	(2,445)
Deficit on disposal of tangible fixed assets		1,140	1,498
Decrease/(Increase) in Debtors	13	313	516
(Decrease)/Increase in Creditors	15	3,439	(2,480)
Decrease in Stocks		218	150
Interest received		(165)	(131)
Net cash inflow from operating activities		5,014	248
CASH FLOW STATEMENT			
NET CASH INFLOW FROM OPERATING ACTIVITIES		5,014	246
RETURNS ON INVESTMENT AND SERVICING OF FINANCE			
Interest on liquid resources		165	131
CAPITAL EXPENDITURE AND FINANCIAL INVESTMENT			
Payments to acquire tangible fixed assets		(2,720)	(342)
Receipts from sales of tangible fixed assets		(253)	(51)
MANAGEMENT OF LIQUID RESOURCES		(3,080)	1,414
NET CASH (OUTFLOW)/INFLOW IN THE PERIOD		(874)	1,400
RECONCILIATION OF NET CASH (OUTFLOW)/INFLOW TO MOVEMENT IN BANK AND CASH BALANCES			
At 1 January		29,816	29,830
Net cash (outflow)/inflow in the period		(874)	1,400
Net cash outflow/(inflow) from increase in Liquid Resources in the period		3,080	(1,414)
At 31 December	14	32,022	29,816

The Accounting Policies and notes 1 to 26 form an integral part of these financial statements.



Redmond O'Donoghue - Chairman



Mary Coveney - Authority Member

Notes to the Financial Statements

for the year ended 31 December 2012

1. OIREACHTAS GRANTS RECEIVED FOR THE PERIOD

	2012			2011		
	Fáilte Ireland €'000	Tourism Ireland €'000	2012 Total €'000	Fáilte Ireland €'000	Tourism Ireland €'000	2011 Total €'000
General Operating Expenses	64,491	-	64,491	62,622	-	62,622
Capital Development	800	-	800	1,000	-	1,000
Tourism Marketing Fund	10,019	29,335	39,354	11,141	34,942	46,083
General Operating Expenses	-	16,496	16,496	-	17,006	17,006
Tourism Capital Development	20,200	-	20,200	14,790	-	14,790
	95,510	45,831	141,341	89,553	51,948	141,501

The voted Tourism Marketing Fund is allocated annually between Fáilte Ireland and Tourism Ireland Limited by the Department of Transport, Tourism and Sport.

2. OTHER INCOME

	2012 €'000	2011 €'000
Market Development	3,609	8,321
Enterprise Development	476	983
Strategic Development	1,444	1,694
Operations Development	1,291	1,385
	6,820	12,383

3. MARKET DEVELOPMENT EXPENDITURE

	2012 €'000	2011 €'000
Marketing	7,108	9,497
Business Tourism	3,524	3,519
Festivals & Events	7,449	6,940
Golf Marketing	1,442	5,123
Visitor & Trade Engagement	6,398	6,740
E-Business	569	839
	26,490	32,658

4. ENTERPRISE DEVELOPMENT EXPENDITURE

	2012 €'000	2011 €'000
Business Support	2,978	3,017
Key account management	1,671	2,343
	4,649	5,360

Notes to the Financial Statements

for the year ended 31 December 2012

5. STRATEGIC DEVELOPMENT EXPENDITURE

	2012	2011
	€'000	€'000
Tourism Education	3,783	4,044
Hospitality & Standards	830	1,210
Research	1,423	1,312
Destination Development	2,477	3,166
Capital Development	19,311	15,697
	27,824	25,429

6. THE GATHERING PROJECT 2013 LIMITED

The Gathering Project was a concept that emerged from the Global Economic Forum in 2009 in order to increase tourist numbers by mobilising the Irish diaspora and deliver economic benefits to Ireland. Its main objectives are to increase tourist numbers, to improve the indicators around intent to visit Ireland and to revitalise Ireland's brand reputation on the international stage. A separate set of financial statements are produced in relation to The Gathering Project. Total Expenditure in 2012 was €6.8 million. The breakdown of expenditure is set out below. Human resources for the Gathering project were provided by Fáilte Ireland and Tourism Ireland from their own resources.

	2012	2011
	€'000	€'000
Advertising	1,913	-
Partnership Media	945	-
Web Design	532	-
Production & Development	508	-
Online Support	472	-
Events	396	-
Consultancy	337	-
Digital Marketing	336	-
Specific Events	330	-
Community Activation Specialists	296	-
Direct Mail Marketing	228	-
Programme Office	219	-
Promotional Material	174	-
Specialist	53	-
Town Hall Costs	36	-
Travel	33	-
PR Activation	28	-
	6,836	-

Notes to the Financial Statements

for the year ended 31 December 2012

7. OPERATIONS DEVELOPMENT

	2012	2011
	€'000	€'000
Audit Fee	49	61
Occupancy & Office Services	3,170	2,972
Authority Costs	209	258
Other Administration Costs	2,778	3,334
Depreciation & Disposal Charge	1,823	2,226
	8,029	8,851

8. PAY

	2012	2011
	€'000	€'000
Market Development	8,829	9,521
Enterprise Development	5,637	5,527
Strategic Development	2,938	3,397
Operations Development	4,357	4,603
	21,761	23,048

€1,208,440 of Pension Levy has been deducted in the period and paid over to the Department of Transport, Tourism and Sport.

Chief Executive remuneration package in 2012 comprised:

Basic Salary €168,379 (2011: €168,379)

The CEO is a member of the unfunded (formerly CERT) contributory pension and death benefits plan (closed), the terms of which are described in Note 23. The CEO is entitled to retire at age 55 without actuarial reduction.

Average staff numbers for the year were 369 whole-time equivalents (2011: 391 whole-time equivalents).

Fáilte Ireland operates a long service employee reward scheme. In 2012, there were 17 recipients of this scheme. Total cost of this scheme in 2012 was €10,560.

Notes to the Financial Statements

for the year ended 31 December 2012

9. AUTHORITY MEMBERS' FEES & EXPENSES

The fees of the Authority Members are set by the Minister of Transport, Tourism and Sport.

Expenses claimed by Authority Members are in line with Civil Service rates.

	2012	2011
	€'000	€'000
Authority Members' Fees	165	153
Authority Members' Expenses	44	30
Total	209	183
Fees of highest-paid Authority Member	21	21

The number of Authority Members at 31 December 2012 was 13 (2011: 13).

Fees to Authority Members for the period:

	2012	2011
	€'000	€'000
Brian Hughes	12	12
Catherine Reilly	12	11
Eithne Scott-Lennon	12	11
Oliver Daniels	12	12
Redmond O'Donoghue (Chair)	21	21
Kevin Dundon	12	12
Marguerite Howley	12	12
Mary Coveney	12	12
Susan Bergin	12	13
Noel Kavanagh	12	5
Gina Murphy	12	5
Ciaran O'Gaora	12	5
Frankie Sheahan	12	5
Conor Hennigan	-	5
Dominic Dillane	-	4
John McDonnell	-	4
Richard Bourke	-	4
Total	165	153
Travel & Subsistence	44	30

Notes to the Financial Statements

for the year ended 31 December 2012

10. TANGIBLE FIXED ASSETS - GROUP

	Land and Premises €'000	Furniture and Fittings €'000	Equipment €'000	Computer Equipment €'000	Total €'000
Cost					
At 1 January 2012	42,332	2,060	1,704	2,420	48,516
Additions at cost	2,379	241	47	53	2,720
Disposals at cost	(1,626)	(420)	(535)	(910)	(3,491)
Reclassification	-	(346)	143	203	-
At 31 December 2012	43,085	1,535	1,359	1,766	47,745
Depreciation					
At 1 January 2012	15,769	1,763	1,566	2,269	21,367
Charged during year	821	156	56	157	1,190
Additions	-	-	-	-	-
Disposals	(688)	(491)	(521)	(903)	(2,603)
Reclassification	-	(272)	66	206	-
At 31 December 2012	15,902	1,156	1,167	1,729	19,954
Net Book Value					
At 31 December 2012	27,183	379	192	37	27,791
At 31 December 2011	26,562	297	138	151	27,148

TANGIBLE FIXED ASSETS - AUTHORITY

	Land and Premises €'000	Furniture and Fittings €'000	Equipment €'000	Computer Equipment €'000	Total €'000
Cost					
At 1 January 2012	32,121	1,134	1,704	2,422	37,381
Additions at cost	11,206	1,021	377	480	13,084
Disposals at cost	(1,303)	(420)	(535)	(910)	(3,168)
Reclassification	613	(200)	(187)	(226)	-
At 31 December 2012	42,637	1,535	1,359	1,766	47,297
Depreciation					
At 1 January 2012	11,920	838	1,566	2,269	16,593
Charged during year	812	156	56	157	1,181
Additions	3,234	780	-	427	4,441
Disposals	(559)	(491)	(521)	(903)	(2,474)
Reclassification	282	(127)	66	(221)	-
At 31 December 2012	15,689	1,156	1,167	1,729	19,741
Net Book Value					
At 31 December 2012	26,948	379	192	37	27,556
At 31 December 2011	20,201	296	138	153	20,788

Notes to the Financial Statements

for the year ended 31 December 2012

11. INVESTMENT PROPERTY

		2012 €'000	2011 €'000
Investment Property comprises			
Glenan's Sailing Club	A	165	165
Killarney Golf Club - see note 25 below	B	111	111
		276	276

(A) Glenan's Sailing Club

The land & buildings at Collan More Island, Clew Bay, Westport, are occupied by Glenan's Sailing Centre for the purpose of operating a sailing school.

(B) Killarney Golf Club

The land at Killarney is registered and held on a long lease by Fáilte Ireland and forms part of the golf course occupied and operated by the Killarney Golf Club. The value on the Balance Sheet is stated at historic cost.

12. FINANCIAL ASSETS - GROUP AND AUTHORITY

	2012 €'000	2011 €'000
Financial Assets comprise		
Waterford Regional Airport plc. - 1,562 Ordinary €1.27 Shares	4	4
Connemara West plc. - 5,500 ordinary shares @ €1.269738 each	7	7
Louisburgh Holidays plc. - 25,000 'B' Ordinary Shares @ €1.269738 each	31	31
Connemara Golf Club - 500 ordinary shares @ €1.269738 each	1	1
Golf Corca Dhuibhne - 386 shares plus an additional 90 shares for the land	3	3
	46	46

- Fáilte Ireland also holds 30,000 ordinary shares of €1.30 each and 5,000 preference shares of €1.30 each in Fiontar Oidhreachta Inis Mór Teoranta. These have been valued at €nil in these financial statements.
- Fáilte Ireland also holds €250 worth of shares in Kerry County Airport Limited. This is a nominal shareholding.
- Fáilte Ireland holds 100% of the shares in Teffub Limited, whose principal activity is that of a property holding company. These shares are valued at €3.

All the shares above are shown at their carrying values in the audited financial statements of the relevant Regional Tourism Authorities as at 30th June 2006, immediately prior to integration with Fáilte Ireland.

Fáilte Ireland holds a controlling interest in the following companies limited by guarantee. The companies had no assets, liabilities, staff or trading activity in the 12 months ended 31st December 2012.

South West Regional Tourism Authority Ltd.
North West Regional Tourism Authority Ltd.
Western Regional Tourism Authority Ltd.
Midland East Regional Tourism Authority Ltd.
Dublin Regional Tourism Organisation Ltd.

Fáilte Ireland holds a controlling interest in The Gathering Project 2013 Limited. The company had net assets of €0 at 31 December 2012. Income and Expenditure for the year amounted to €6.8m. The company is limited by guarantee and does not have a share capital.

Fáilte Ireland is the owner of a 77% shareholding in Killarney Golf Club Limited. These have been valued at €nil in these financial statements. The land at Killarney is registered and held on a long lease by Fáilte Ireland and forms part of the golf course occupied and operated by the Killarney Golf Club. The value on the Balance Sheet is stated at historic cost.

Notes to the Financial Statements

for the year ended 31 December 2012

13. DEBTORS - GROUP

	2012	2011
	€'000	€'000
Trade	361	468
Prepayments	295	503
Accrued Income	61	59
	717	1,030

DEBTORS - AUTHORITY

	2012	2011
	€'000	€'000
Trade	361	144
Dublin Regional Tourism Organisation	255	160
Prepayments	295	324
Accrued Income	61	59
	972	687

14. BANK AND CASH BALANCES - GROUP

	2012	2011
	€'000	€'000
Deposit Accounts	29,605	26,525
Current Accounts	2,412	3,281
Cash on hand	5	10
	32,022	29,816

BANK AND CASH BALANCES - AUTHORITY

	2012	2011
	€'000	€'000
Deposit Accounts	29,605	26,525
Current Accounts	2,412	2,278
Cash on hand	5	10
	32,022	28,813

15. CREDITORS - GROUP

	2012	2011
	€'000	€'000
Amounts falling due within one year		
Trade Creditors	1,048	1,412
Tourism Ireland	248	1,882
Accruals	26,239	19,455
Other Creditors	788	1,311
Deferred Income	695	1,519
	29,018	25,579

Notes to the Financial Statements

for the year ended 31 December 2012

CREDITORS - AUTHORITY

	2012 €'000	2011 €'000
Amounts falling due within one year		
Trade Creditors	1,048	1,006
The Gathering Project 2013 Ltd.	1,528	-
Tourism Ireland	248	1,882
Accruals	24,711	19,455
Other Creditors	788	952
Deferred Income	695	1,671
	29,018	24,966

16. CAPITAL ACCOUNT - GROUP

	2012 €'000	2011 €'000
At 1 January	27,470	29,915
Income used for capital purposes		
Additions to Purchased Fixed Assets in year	2,720	343
Amortisation in line with Asset Depreciation	(1,190)	(1,339)
Amount released on Disposal of Fixed Assets	(887)	(1,449)
Transfer from/(to) Income and Expenditure Account	643	(2,445)
At 31 December	28,113	27,470

The balance in the Capital Account corresponds with the following amounts:

	Notes	2012 €'000	2011 €'000
FIXED ASSETS			
Tangible Assets	10	27,791	27,148
Investment Property	11	276	276
Financial Assets		46	46
		28,113	27,470

Notes to the Financial Statements

for the year ended 31 December 2012

CAPITAL ACCOUNT - AUTHORITY

	2012	2011
	€'000	€'000
At 1 January	21,110	22,853
Income used for capital purposes		
Additions to Purchased Fixed Assets in year	8,643	343
Amortisation in line with Asset Depreciation	(1,181)	(1,149)
Amount released on Disposal of Fixed Assets	(694)	(938)
Transfer from/(to) Income and Expenditure Account	6,768	(1,743)
At 31 December	27,878	21,110

The balance in the Capital Account corresponds with the following amounts:

FIXED ASSETS	Notes	2012	2011
		€'000	€'000
Tangible Assets	10	27,556	20,788
Investment Property	11	276	276
Financial Assets		46	46
		27,878	21,110

17. ACCUMULATED SURPLUS - GROUP

	2012	2011
	€'000	€'000
At 1 January	5,534	3,734
(Deficit)/Surplus in the period	(1,764)	1,800
Actuarial Gains/(Losses) on Pension Schemes in the period	(50,898)	(1,004)
Adjustment to Deferred Pension Funding	50,898	1,004
	3,770	5,534

ACCUMULATED SURPLUS - AUTHORITY

	2012	2011
	€'000	€'000
At 1 January	4,590	3,305
Income & Expenditure Account in the period	(1,554)	1,285
Reserves on transfer of Dublin Regional Tourism Authority	989	-
Actuarial Gains/(Losses) on Pension Schemes in the period	(6,190)	(1,004)
Adjustment to Deferred Pension Funding	6,190	1,004
	4,025	4,590

Notes to the Financial Statements

for the year ended 31 December 2012

18. OPERATING LEASE COMMITMENTS

At 31 December 2012, the company had the following future commitments under operating leases as follows

	Land and Buildings €'000
Expiring	
Within one year	70
More than 5 years	650
	720

The total amount charged in respect of operating leases in the Income and Expenditure Account for 2012 is €720,640. (2011: €660,332)

19. GRANT PAYMENT COMMITMENTS

Commitments for capital grant payments at 31 December 2012 were estimated at €54.5 million (2011: €57.9 million).

20. AUTHORITY MEMBERS - DISCLOSURE OF TRANSACTIONS

The Authority adopts procedures in accordance with the guidelines issued by the Department of Public Expenditure & Reform in relation to the disclosure of interests by Authority Members and these procedures have been adhered to by the Authority Members and the Authority during the year.

21. RECOVERY OF GRANTS

Fáilte Ireland has carried out verification checks on expenditure claimed in a sample of projects supported under the 1994 - 1999 Tourism Operational Programme and also carries out post-monitoring on grants paid. As a result of these procedures, funds to the value of €981,949 which were recovered from grantees, were on hand and included in Creditors above at year-end.

22. COMPARATIVE FIGURES

Some changes have been made to the presentation of items in the financial statements and the comparative figures have been restated where necessary on a basis consistent with the current year presentation.

Notes to the Financial Statements

for the year ended 31 December 2012

23. PENSIONS

The Authority operates a number of Pension schemes and these are described below.

(A) UNFUNDED NATIONAL TOURISM DEVELOPMENT AUTHORITY SUPERANNUATION SCHEME

Unfunded defined benefit superannuation schemes are operated for eligible permanent staff under The National Tourism Development Authority Act, 2003 and for eligible permanent staff of the former Bord Fáilte under Section 15 of the Tourist Traffic Act, 1952 and Section 9 of the Tourist Traffic Act, 1983.

(a) Analysis of total Pension Costs charged to Expenditure

	2012	2011
	€'000	€'000
Current service cost	1,679	1,618
Interest on pension scheme liabilities	5,418	5,595
Employee contributions	(449)	(477)
	6,648	6,736

(b) Movement in Net Pension Liability during the year

	2012	2011
	€'000	€'000
Net Pension Liability at 1 January	109,672	107,694
Pensions paid	(6,006)	(5,470)
Current service cost	1,679	1,618
Interest on pension scheme liabilities	5,418	5,595
Actuarial gain/(loss)	30,688	235
Net Pension Liability at 31 December	141,451	109,672

(c) Deferred Funding for Pensions

The Authority recognises these amounts as an asset corresponding to the unfunded deferred liability for pensions on the basis of the set of assumptions described above and a number of past events. These events include the statutory basis for the establishment of the pension scheme and the policy and practice currently in place in relation to funding public service pensions including contributions by employees and the annual estimates process. The Authority has no evidence that this funding policy will not continue to meet such sums in accordance with current practice.

The Net Deferred Funding for Pensions recognised in the Income and Expenditure Account was as follows:

	2012	2011
	€'000	€'000
Funding Recoverable in respect of current year pension costs	7,097	7,213
State Grant applied to pay pensioners	(6,006)	(5,470)
	1,091	1,743

The deferred funding asset for pensions as at 31 December 2012 amounted to €141.451m (2011: €109.672m)

Notes to the Financial Statements

for the year ended 31 December 2012

(d) History of defined benefit obligations	2012	2011	2010	2009	2008
	€'000	€'000	€'000	€'000	€'000
Defined benefit obligations	141,451	109,672	107,694	111,703	115,422
Experience gains/(losses) on Scheme Liabilities	731	3,402	5,492	3,861	(4,100)
• Percentage of present value scheme liabilities	0.50%	3.10%	5.10%	3.50%	-3.60%
Total (loss)/gain recognised in Statement of Total Recognised Gains & Losses	(30,688)	(235)	5,584	6,336	4,464
• Percentage of liabilities	-21.70%	-0.20%	5.20%	5.70%	3.90%

(e) Description of Scheme and Actuarial Assumptions

The pension scheme is a defined benefit final salary pension arrangement with benefits and contributions defined by reference to current "model" public sector scheme regulations. The scheme provides a pension (eightieths per year of service), a gratuity or lump sum (three eightieths per year of service) and spouse's and children's pensions. Normal Retirement Age is a member's 65th birthday and pre 2004 members have an entitlement to retire without actuarial reduction from age 60.

Pensions in payment (and deferment) normally increase in line with general public sector salary inflation.

The valuation of the schemes' liabilities used for the purposes of FRS17 disclosures has been based on a full actuarial valuation at 31 December 2012 carried out by a qualified independent actuary. Pension scheme liabilities have been measured using the projected unit method.

Principal actuarial assumptions used to calculate the scheme liabilities:	31/12/2012	31/12/2011
Discount rate	3.30%	5.00%
Rate of increase in salaries	3.50%	3.50%
Rate of increase in Pensions	3.25%	3.25%
Inflation Rate	2.00%	2.00%

The mortality tables used are as follows:

	Male	Female
Actives & Deferreds:	62% of PNML00	70% PNFL00
Pensioners	62% of PNML00	70% PNFL00

Based on these tables, the future life expectancy at age 65 for males and females is as follows:

Current pensioner age 65:	Male: 22.3 years	Female: 23.7 years
Future pensioner age 65:	Male: 24.9 years	Female: 25.9 years

Notes to the Financial Statements

for the year ended 31 December 2012

(B) UNFUNDED (FORMERLY CERT) CONTRIBUTORY PENSION AND DEATH BENEFITS PLAN (CLOSED)

The Authority operates a defined benefit pension scheme for eligible staff of the former CERT Ltd

(a) Analysis of total pension costs charged to Expenditure

	2012	2011
	€'000	€'000
Current Service Cost	798	840
Interest Cost	1,268	1,237
Employees Contributions	(158)	(167)
	1,908	1,910

(b) Movement in Net Pension Liability during the year

	2012	2011
	€'000	€'000
Present value of unfunded obligations	33,819	24,926
	33,819	24,926

(c) Present Value of Scheme Obligations

	2012	2011
	€'000	€'000
Benefit obligation at beginning of year	24,926	23,248
Current Service Cost	798	840
Interest Cost	1,268	1,237
Actuarial (Gain)/Loss	7,534	640
Benefits Paid	(707)	(1,039)
Benefit obligation at end of year	33,819	24,926

(d) Description of Scheme and Actuarial Assumptions

Benefits and contributions are defined by reference to current "model" public sector scheme regulations.

Employer and employee contribution rates are set having regard to actuarial advice and periodic review on the funding rate required for the scheme.

The scheme provides a pension (eightieths per year of service), a gratuity or lump sum (three eightieths per year of service) and spouse's and children's pensions subject to a rule that if a member attains 20 years service at age 65 years, 40 years service is awarded.

Normal Retirement Age is a member's 65th birthday, pre 2004 members have an entitlement to retire without actuarial reduction from age 60. Pensions in payment (and deferment) normally increase in line with general public sector salary inflation.

Notes to the Financial Statements

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The Financial assumption used for FRS 17 purposes are:

	31/12/2012	31/12/2011
Discount rate	3.30%	5.00%
Rate of increase in salaries	3.50%	3.50%
Rate of increase in Pensions	3.00%	3.00%
Inflation Rate	2.00%	2.00%

The mortality tables used are as follows:

	Male	Female
Actives & Deferreds:	62% of PNML00	70% PNFL00
Pensioners	62% of PNML00	70% PNFL00

Based on these tables, the future life expectancy at age 65 for males and females is as follows:

Current pensioner age 65:	Male: 22.3 years	Female: 23.7 years
Future pensioner age 65:	Male: 24.9 years	Female: 25.9 years

(e) History of defined benefit obligations, assets and experience gains and losses

	2012	2011	2010	2009	2008
	€'000	€'000	€'000	€'000	€'000
Defined benefit obligations	33,819	24,926	23,248	21,151	18,693
Deficit/(Surplus) for funded Scheme	33,819	24,926	23,248	21,151	18,693

	2012	2011	2010	2009	2008
Experience gain/(loss) on scheme liabilities	292	354	(79)	368	274
• Percentage of present value scheme liabilities	0.9%	1.4%	-0.3%	1.7%	1.5%
Total (loss)/gain recognised in Statement of Total Recognised Gains & Losses	(7,534)	(640)	(662)	489	(6,190)
• Percentage of liabilities	-22.3%	-2.6%	-2.8%	2.3%	-33.1%

(f) Funding of Pensions

	2012	2011
	€'000	€'000
Funding Recoverable in respect of current year pension costs	1,908	1,910
State Grant applied to pay pensioners	(549)	(872)
	1,359	1,038

Notes to the Financial Statements

for the year ended 31 December 2012

(C) UNFUNDED REGIONAL TOURISM ORGANISATIONS PENSION SCHEME (CLOSED)

A defined benefit pension scheme was operated for eligible staff of the former five Regional Tourism Authorities and Dublin Tourism with benefits funded by contributions from the employees and the Authority. This scheme is closed; under the projected unit method, the current service cost will increase as the members of the scheme approach retirement.

(a) Analysis of total Pension Costs charged to Expenditure

	2012	2011
	€'000	€'000
Current service cost	1,064	950
Interest Cost	2,137	2,156
Employee contributions	(237)	(239)
Total amount charged to income and expenditure account	2,964	2,867

(b) Movement in Net Pension Liability during the year

	2012	2011
	€'000	€'000
Present value of unfunded obligations	56,618	42,596
	56,618	42,596

(c) Present Value of Scheme Obligations

	2012	2011
	€'000	€'000
Benefit obligation at beginning of year	42,596	40,868
Dublin Tourism take on	-	-
Current Service Cost	1,064	950
Interest Cost	2,137	2,156
Experience (gains)/losses	12,676	129
Benefits Paid	(1,855)	(1,507)
Benefit obligation at end of year	56,618	42,596

(e) Description of Scheme and Actuarial Assumptions

Benefits and contributions are defined by reference to current "model" public sector scheme regulations.

Employer and employee contribution rates are set having regard to actuarial advice and periodic review on the funding rate required for the scheme. The scheme provides a pension (eightieths per year of service), a gratuity or lump sum (three eightieths per year of service) and spouse's and children's pensions.

Normal Retirement Age is a member's 65th birthday and pre 2004 members have an entitlement to retire without actuarial reduction from age 60. Pensions in payment (and deferment) normally increase in line with general public sector salary inflation.

Notes to the Financial Statements

for the year ended 31 December 2012

The Financial assumption used for FRS 17 purposes are:

	31/12/2012	31/12/2011
Discount rate	3.30%	5.00%
Rate of increase in pensionable salaries	3.50%	3.50%
Rate of increase in pension payments	3.25%	3.25%
Inflation assumption	2.00%	2.00%

The mortality tables used are as follows:

	Male	Female
Actives & Deferreds:	62% of PNML00	70% PNFL00
Pensioners	62% of PNML00	70% PNFL00

Based on these tables, the future life expectancy at age 65 for males and females is as follows:

Current pensioner age 65:	Male: 22.3 years	Female: 23.7 years
Future pensioner age 65:	Male: 24.9 years	Female: 25.9 years

(f) History of defined benefit obligations, assets and experience gains and losses

	2012 €'000	2011 €'000	2010 €'000	2009 €'000	2008 €'000
Defined benefit obligations	56,618	42,596	40,868	41,337	40,001
Deficit/(Surplus) for funded Scheme	56,618	42,596	40,868	41,337	40,001

	2012	2011	2010	2009	2008
Experience gain/(loss) on scheme liabilities	609	1,430	1,944	1,827	(128)
• Percentage of present value scheme liabilities	1.1%	3.4%	4.8%	4.4%	-0.3%
Total (loss)/gain recognised in Statement of Total Recognised Gains & Losses	(12,676)	(129)	1,978	3,335	(9,069)
• Percentage of liabilities	-22.4%	-0.3%	4.8%	8.1%	-22.7%

(g) Funding of Pensions

	2012 €'000	2011 €'000
Funding Recoverable in respect of current year pension costs	2,964	2,867
State Grant applied to pay pensioners	(1,618)	(1,268)
	1,346	1,599

Notes to the Financial Statements

for the year ended 31 December 2012

(D) DEFERRED PENSION FUNDING

The Authority recognises these amounts as an asset corresponding to the deferred liability for pensions on the basis of the set of assumptions described above, the Statutory basis for the establishment of the superannuation schemes and the policy and practice in relation to funding public service pensions, including contributions by employees and the annual estimates process. The Authority has no evidence that this funding policy will not continue to meet such sums in accordance with current practice.

Deferred funding asset for pensions Authority:	2012 €'000	2011 €'000
Unfunded National Tourism Development Authority Superannuation Scheme	141,451	109,672
Unfunded (Formerly CERT) Contributory Pension & Death Benefits Plan (Closed)	33,819	24,926
Unfunded Regional Tourism Organisations Pension Scheme (Closed)	56,618	42,596
	231,888	177,194

(E) DEFINED CONTRIBUTION SCHEME

Defined contribution pension schemes are available for staff who are not eligible for the unfunded superannuation scheme. The assets of these schemes are held separately from those of Fáilte Ireland in independently administered funds.

The amount charged in the Income and Expenditure Account is as follows:	2012 €'000	2011 €'000
Defined contribution scheme	3	3

(F) RECONCILIATION OF TOTAL PENSION CHARGE

IN INCOME & EXPENDITURE ACCOUNT	Notes	2012 €'000	2011 €'000
Unfunded National Tourism Development Authority Superannuation Scheme	23 (A)	6,648	6,736
Unfunded (Formerly CERT) Contributory Pension & Death Benefits Plan (Closed)	23 (B)	1,908	1,910
Funded RTA Scheme	23 (C)	2,964	2,867
Unfunded Regional Tourism Organisations Pension Scheme (Closed)	23 (E)	3	3
		11,523	11,516
Superannuation RTA Adjustment		(7)	(32)
CERT Scheme Adjustment		101	26
Gratuity Accrued and other adjusting items		41	66
Total Pension Charge		11,658	11,576

Notes to the Financial Statements

for the year ended 31 December 2012

(G) RECONCILIATION OF NET DEFERRED FUNDING FOR PENSIONS IN YEAR - INCOME & EXPENDITURE ACCOUNT

	Notes	2012 €'000	2011 €'000
Unfunded National Tourism Development Authority Superannuation Scheme	23A (c)	1,091	1,743
Unfunded (Formerly CERT) Contributory Pension & Death Benefits Plan (Closed)	23B (g)	1,359	1,038
Unfunded Regional Tourism Organisations Pension Scheme (Closed)	23C (g)	1,346	1,599
		3,796	4,380

24. PENSION LIABILITIES AUTHORITY

	2012 €'000	2011 €'000
Unfunded National Tourism Development Authority Superannuation Scheme	(141,451)	(109,672)
Unfunded (Formerly CERT) Contributory Pension & Death Benefits Plan (Closed)	(33,819)	(24,926)
Unfunded Regional Tourism Organisations Pension Scheme (Closed)	(56,618)	(42,596)
Total Pension Liability	(231,888)	(177,194)

25. KILLARNEY GOLF CLUB LIMITED

In February 2009, Bord Fáilte's shareholding in Killarney Golf Club Limited reverted to Fáilte Ireland, as a trust created in relation to the shareholding was found to be legally invalid. The financial statements of Killarney Golf Club Limited are not consolidated in the National Tourism Development Authority accounts as Killarney Golf Club Limited plans to transfer the operation of the club to its members during 2013. Killarney Golf Club Limited will retain ownership of the land.

During 2012, Killarney Golf Club Limited realised €6 million from a sale and leaseback arrangement in relation to one of its own golf courses. The proceeds were used to pay the club's creditors and pay down its loans.

26. APPROVAL OF FINANCIAL STATEMENTS

These financial statements were approved by the Authority on 22nd of May 2013.

Prompt Payments by Public Sector Bodies

for the year ended 31 December 2012

Reporting Template pursuant to Government Decision No. S29296 of 2nd and 8th

March 2011 on 15 Day Payments by:

The Health Service Executive, the Local Authorities, State agencies, and all other Public Sector Bodies, (excluding Commercial Semi State Bodies)

Parent Government Dept: Department of Transport, Tourism & Sport

Public Sector Body: National Tourism Development Authority

Period Covered: 1st Jan 2012 to 31st Dec 2012

Details	Number	Value (€)	(%) of total payments made
Total payments made in Quarter	15,381	€65,137,158.81	100.00%
Number of payments made within 15 days	14,309	€59,094,611.28	93.03%
Number of payments made within 16 days to 30 days	752	€3,878,512.54	4.89%
Number of payments made in excess of 30 days	320	€2,164,034.99	2.08%
Disputed Invoices	206	€2,296,800.43	
Total	15,587	€67,433,959.24	

www.failteireland.ie



Fáilte Ireland

2012

Tuarscáil Bhliantúil

Tuarscáil agus Ráitis Airgeadais
Don bhliain dar críoch an 31th Nollaig 2012



Fáilte Ireland
National Tourism Development Authority



Fáilte Ireland

National Tourism Development Authority

Oifigí Fáilte Éireann

Ceannoifig

Áras Fáilte

88-95 Sráid Amiens

Baile Átha Cliath 1

Teil: 1890 525 525

01 884 7700

Facs: 01 855 6821

ríomhphost: info@failteireland.ie

Idirlíon: www.failteireland.ie

Tomhaltóir: www.discoverireland.ie

Oirthear na Tíre & Fearann an Locha

2^ú Urlár Teach Fair Green

Green Bridge

An Muileann gCearr

Co. na hIarmhí

Teil: 044-934 4000

Facs: 044 934 0413

Idirlíon: www.failteireland.ie

Tomhaltóir: www.discoverireland.ie

Oirdheisceart na Tíre

4^ú urlár, Áras de Bhailís

Geata Maritana

Sráid Cheanada

Port Láirge

Teil: 051 312 700

Facs: 051 312 710

Idirlíon: www.failteireland.ie

Tomhaltóir: www.discoverireland.ie

Iardheisceart na Tíre

Aonad 2, Áras Nessan,

Páirc Ghnó Radharc na hAbhann

Bóthar Bessboro, An Dúcharraig,

Corcaigh

Teil: 021 423 3200

Facs: 021 4255 199

Idirlíon: www.failteireland.ie

Tomhaltóir: www.discoverireland.ie

Iarthar na Tíre

Áras Fáilte

Sráid Forster

Gaillimh

Teil: 091 537 700

Facs: 091 537 733

Idirlíon: www.failteireland.ie

Tomhaltóir: www.discoverireland.ie

Iarthuaisceart na Tíre

Áras Reddan

Sráid an Teampaill

Sligeach

Teil: 071 9155 044

Facs: 071 9160 360

Idirlíon: www.failteireland.ie

Tomhaltóir: www.discoverireland.ie


Tuarascáil agus Ráitis Airgeadais Don Bhliain dar críoch an 31 Nollaig 2012

Don Aire Iompair Turasóireachta agus Spóirt

Faoi réir an Achta um Údarás Náisiúnta Forbartha Turasóireachta 2003, cuireann Fáilte Éireann i láthair tuarascáil don bhliain dar críoch an 31 Nollaig 2012.

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“ Thosaigh Fáilte Ireland leis an bhforbairt ar ‘Slí an Atlantaigh Fhiáin’ i rith 2012, an chéad chianbhealach tiomána téamach. ”

Ráiteas an Chathaoirligh

“An Tóstal - a cheap agus a thionscain Fáilte Éireann. Cé gurb í 2013 bliain An Tóstail, is in 2012 a rinneadh an bhunobair ba thábhachtaí.”



Redmond O'Donoghue
Chathaoirligh

Is léir nuair a dhéanaimid comparáid idir mar a d'éirigh le cúrsaí turasóireachta in 2012 agus na drochlaethanta a bhí againn in 2009 agus in 2010 go bhfuil tús le ré nua i dtreo téarnaimh. Tá a lán gnólachtaí turasóireachta, nach raibh ann ach go raibh siad ag maireachtáil, anois ag teacht le chéile agus ag lorg deiseanna gach áit is féidir chun fás agus forbairt.

Go deimhin, bhí ardú muinte le brath san earnáil turasóireachta in 2012 - cúis amháin leis sin ná go raibh fianaise láidir ann go raibh ardú ag teacht ar an méid cuairteoirí a bhí ag teacht ó na Stáit Aontaithe. Cuireadh leis an ardú misnigh sin i rith na bliana mar gur ardaigh an líon a bhí fostaithe i dturasóireacht don chéad uair ón gcor chun donais san eacnamaíocht in 2008 agus tháinig ardú measartha ar ioncam ó thar lear.

Léirigh an feabhas a tháinig ar mhargaí na Stát Aontaithe agus na hEorpa agus an borradh a chuir siad faoi ghnólachtaí turasóireachta a rinne leas do gach duine san earnáil turasóireachta, cé go mbeadh tábhacht i gcónaí leis an margadh baile don earnáil, gur thar lear atá na deiseanna is fearr ag teacht chun cinn chun cur le hioncam turasóireachta.

Dá réir sin, chaith Fáilte Éireann go leor ama agus fuinnimh i rith na bliana ag obair go dlúth leis na céadta gnólachtaí aonair chun cuidiú leo cur le díolachán ar na margaí sin thar lear is fearr a oireann. D'oibrigh Fáilte Éireann freisin le gníomhairí turasóireachta chun cuairteoirí ón mBreatain a thabhairt ar ais chun na tíre seo.

Le linn 2012, creidim gur taispeánadh go láidir an tábhacht atá le comhlacht forbartha turasóireachta náisiúnta. Léiríodh an tábhacht atá le cur chuige straitéiseach maidir le forbairt na turasóireachta tríd an bhforbairt a rinne Fáilte Éireann ar roinnt smaointe.

Mar shampla, le linn na bliana, tosaíodh ag forbairt *Slí an Atlantaigh Fhiáin* - bealach nua turasóireachta 2,500 km ó Dhún na nGall go Corcaigh - a tharraingeoidh cuairteoirí go leor chuig iarthar na tíre nuair a bheidh sé críochnaithe.

Mar a chéile sa phríomhchathair, áit ar ghlac Fáilte Éireann orthu féin cúram na hiar-eagraíochta Turasóireacht Bhaile Átha Cliath, cuireadh bealaí nua i

bhfeidhm chun an chathair a fhorbairt agus a dhíol. Cuireadh roinnt tionscadal caipitil i gcrích - i gCaisleán Mhullach Íde agus i mBarra an Teampaill mar shampla. Gineadh *an Dubline* - conair nua do thurasóirí ina bhfuil láithreacha spésiúla turasóireachta ar fad Bhaile Átha Cliath - chun scéal Bhaile Átha Cliath a insint ar bhealach nuálach agus idirghníomhach go hiomlán trí shiúlóid cultúir agus oidhreacht shainiúil a théann trasna na cathrach ó Fhaiche an Choláiste go Cill Mhaighneann. Chuir Fáilte Éireann roimhe freisin na geallsealbhóirí éagsúla ar fad a thabhairt le chéile chun breathnú as an nua ar an gcaoi a gcuirimid Baile Átha Cliath i láthair mar áit tharraingteach do thurasóirí.

Ar fud an chuid eile den tír, cuireadh an turasóireacht ar aghaidh trí mheascán d'imeachtaí, d'fhéilte agus d'fhorbairtí caipitil a raibh beocht fúthu fad agus a bhí foireann Fháilte Éireann ag obair go dlúth ar an talamh ag cuidiú le gnólachtaí ar gach sórt bealach - ón gceann is fearr a fháil ar an gcóras digiteach go dtí díol a gcuid thar lear.

Ach ó thaobh fíis straitéiseach cheart áfach, ní raibh aon rud in 2012 chomh mór leis An Tóstal, a cheap agus a thionscain Fáilte Éireann. Cé gurb í 2013 bliain An Tóstail, is in 2012 a rinneadh an bhunobair ba thábhachtaí. Cibé ar ag bunú foireann tionscadail, ag forbairt féile d'imeachtaí fuinniúla nó freastal ar na cruinnithe pobail a reáchtáladh ar fud na tíre a bhí i gceist, díriodh foireann Fháilte Éireann (chomh maith le hacmhainní suntasacha) chun a chinntiú go n-éireodh leis an tionscnamh.

Faoi dheireadh na bliana, bhí 4,000 Tóstal Pobail eagraithe ar fud na tíre a bheadh mar bhunchloch d'fhéilire suntasach d'imeachtaí agus d'fhéilte. Go deimhin, tháinig deireadh spleodrach le 2012 nuair a d'fháiltigh Baile Átha Cliath roimh na mílte cuairteoir ó thar lear a tháinig chun ceiliúradh a dhéanamh ag Mór-Fhéile Oíche Chinn Bhliana agus chun tús a chur leis An Tóstal.

Ar leibhéal straitéiseach i gcás imeachtaí mar *an Tóstal*, ba léir toradh in 2012 ar obair Fháilte Éireann leis an Tascfhórsa Athshlánaithe Turasóireachta agus creidim sa bhfhadtéarma go mbeidh an tionchar a bheidh ag an Tascfhórsa ar chomhcheim leis An Tóstal. Foilsíodh straitéis an Tascfhórsa '*GB Path to Growth*' in 2012 agus chuir sé seo dlús le forbairt mhór i



dturasóireacht na hÉireann. Don chéad uair, tháinig na príomhghníomhaithe sa turasóireacht le chéile chun aontú ar fhís do mhargadh na Breataine, ach chomh maith leis sin, agus rud atá chomh tábhachtach céanna, chun aontú ar phlean oibre soiléir agus praiticiúil. D'éiligh an straitéis seo go ndéanfaí athrú bunúsach ar an gcur chuige a fheidhmímid chun cur leis an líon cuairteoirí ón margadh is gaire dúinn.

Go bunúsach, táimid - de réir an léargais a thugtar sa straitéis - ag coimhlint laistigh den Bhreatain mar mhalairt d'ionad 'saoire baile' agus is gá athrú suntasach a dhéanamh ar an meon atá againn maidir leis an gcaoi a ndíolaimid muid féin sa Bhreatain Mhór. Aithníonn an straitéis chomh maith na príomhchoda den mhargadh ar gá díriú orthu le fógraíocht shainiúil agus is dúshlán a bheidh anseo freisin don chur chuige ginearálta a bhí againn go dtí seo.

De bhrí gur leanamar ag cruthú go dona ar Mhargadh na Breataine le linn 2012, agus gurbh shin ceist nach raibh aon duine ag iarraidh aghaidh a thabhairt uirthi, ní raibh tuarascáil chomh tráthúil riamh ná chomh riachtanach feidhmiú uirthi. Go deimhin, má éiríonn linn an *GB Path to Growth* a fheidhmiú agus an margadh sin a chasadh thart, sílim go mbreathnóimid siar ar 2012 mar an bhliain ar shocraíomar deireadh a chur leis an meath agus margadh na Breataine a bhuanach ar ais.

Ba mhaith liom mo bhuíochas a chur in iúl don Aire Iompair, Turasóireachta agus Spóirt Leo Varadkar, agus don Aire Stáit Michael Ring as ucht fócas a choinneáil go leanúnach ar an turasóireacht le linn 2012 ar fad. Ó tháinig an Rialtas in oifig in 2011, tá earnáil na turasóireachta i gcoilár chlár téarnaimh an gheilleagair. Leis an gcéad 'Tionscnamh Náisiúnta Fostaíochta' cuireadh ráta CBL níos ísle i bhfeidhm maidir leis na príomhsheirbhísí turasóireachta, rátaí níos ísle ÁSPC, scéim tarscaoilte víosa agus straitéis rochtana aeir. Cuireadh leis seo le *Plean Gníomhaíochta an Rialtais maidir le Poist* a tháinig ina dhiaidh sin agus a raibh tiomantas leanúnach ann do sheirbhísí agus d'infheistíocht turasóireachta. Lena chois sin, agus in ainneoin na gcúinsí dúshlánacha eacnamaíochta, chuir an Rialtas acmhainní breise suntasacha ar fáil don Tóstal. Anois is go bhfuil a gcuid gnólachtaí turasóireachta go mall ag dul ó bheith seasmhach go dtí a bheith ag fás, tá na bearta seo ag cur deis ar fáil chun sin a dhéanamh.

Thar ceann an Údaráis, ba mhaith liom freisin mo bhuíochas a chur in iúl do Shaun Quinn agus a fhoireann ar fad i Fáilte Éireann as a dtiomantas agus a ngairmiúlacht ag tacú leis an tionscal turasóireachta in 2012. I dtionscal a bhfuil 17,000 gnólacht - go leor acu ar gnóthais bheaga agus ar mheánmhéide iad nó ar micreathionscadail iad - is minic leis an earnáil turasóireachta a bheith scaipthe agus go leor tuairimí éagsúla a bheith le cloisteáil nuair a d'fhéadfaí fíis chomhaontaithe idir gach uile páirtí a bheith ann, rud a dhéanfadh leas. Mar a chonaiceamar le hobair an Tascfhórsa Athshlánaithe Turasóireachta, nuair a thagann an tionscal le chéile is féidir torthaí deimhneacha a bhaint amach. Ba mhaith liom moladh a thabhairt don fhoireann ar fad in Fáilte Éireann a d'oibrigh i rith 2012 chun a leithéid d'fhócas, d'aithmeanna aontaithe agus a leithéid sin de ghníomhaíocht a sholáthar.

Ar deireadh, ba bhliain mhaith do thurasóireacht a bhí in 2012. Caithfear a rá go bhfuil go leor dúshlán amach romhainn go fóill agus cinnte ní féidir luí ar na maidí. Mar sin féin, creidim go bhfuilimid ag dul sa treo ceart. Thóg mé Cathaoirleacht ar Fháilte Éireann in 2008 agus cinnte bhí go leor deacrachtaí ann ó shin. Bunaithe ar an gcaoi ar fheidhmíomar in 2012, táim sásta a rá go bhfuil mé féin, agus creidim go bhfuil tionscal turasóireachta na hÉireann níos dóchasáí agus níos mó misnigh againn ná mar a bhí le fada an lá.

Redmond O'Donoghue - Chathaoirleach

Athbhreithniú an Phríomhfheidhmeannaigh

"Ar deireadh, bhí líon mór bainisteoirí agus úinéirí tionscail rannpháirteach freisin in ár seirbhís meantóireachta gnó agus bhain tairbhe as meantóireacht airgeadais, straitéise agus margaíochta, agus d'fhág raon ceardlann nua go raibh ceannairí tionscail cothrom le dáta maidir le forbairtí agus réitigh ghnó."



Shaun Quinn
Príomh-Fheidhmeannach

FEIDHMÍOCHT TURASÓIREACHTA

I mbeagán focal, ba bhliain lán athruithe a bhí in 2012 do thionscal na turasóireachta. Tar éis ceithre bliana de chúinsí trádála thar a bheith dúshlánacha, thosaigh fócas na hearnála – agus imní formhór gnólachtaí – ag athrú ón teacht slán amháin chun díriú ar an bhfás in athuir. Dá réir, thosaigh obair Fáilte Ireland i rith na bliana ag díriú ar an riachtanas fás ionchasach sna margaí is mó a bhfuil gealladh fúthu a aithint, agus díriú isteach orthu.

I rith 2012, d'fhág teacht isteach ón turasóireacht – comhchaiteachas turasóirí idirnáisiúnta agus Éireannaigh ar thurais anseo – gurbh ionann an teacht isteach iomlán ón turasóireacht agus €5.4 billiún measta. Den €5.4 billiún seo b'ionann ioncaim ó mhalartaithe eachtracha agus €4.0 billiún, nó 75%.

Ba léir an timpeallacht fheabhsaithe sa mhéid is go raibh líon na dturas go hÉirinn ó chuid mhaith dár margaí thar lear imithe suas ar 2011. Rinne margadh Mhór-roinn na hEorpa go rímhaith agus ba é faoi ndear 36% den méid idirnáisiúnta. D'fheidhmigh an Ghearmáin go háirithe go láidir agus ardú 6% ar thurais. Mhéadaigh cuairteoirí ó Mheiriceá Thuaidh de 4% go dtí os cionn 900,000 sa tréimhse chéanna. Seo í an chéad uair ó thús an chúlaithe eacnamaíochta gur thairbh Éire breis agus aon mhilliún cuairteoir ón margadh seo. Méadaigh cuairteoirí ó mhargaí cianaistir eile freisin, de 7% in 2012, go dtí breis agus 375,000 cuairteoir isteach.

Tháinig ardú beag go dtí 6.3 milliún ar líon iomlán na gcuariteoirí thar lear agus ba é an laghdú 3% ar líon na gcuariteoirí ón mBreatain (ar ionann iad agus 43% de na cuairteoirí uile) an príomhfhachtóir a chuir cosc ar mhéadú níos láidre ar an iomlán.

Threisigh an fheidhmíocht seo i margadh na Breataine in 2012 an gá le hathrú bunúsach agus riachtanach a dhéanamh ar an gcur chuige i leith an mhargaidh sin, agus dá bharr sin, thosaigh Fáilte Ireland, mar aon le Turasóireacht Éireann agus príomhpháirtithe leasmhara tionscail eile, ag obair trí thascfhórsa ar Athbheochan Turasóireachta, ar threoirphlean radacach nua do mhargadh na Breataine. D'éascair an tuarascáil rithabhachtach 2012 '*GB Path to Growth*' as sino – a mhol cur chuige deighilte níos cliste i leith an mhargaidh sin bunaithe ar na hionchais is fearr agus ar na grúpaí déimeagrafacha a raibh an acmhainneacht is mó acu.

Sa mbaile, áirítear go ndearna 7.6 milliún cónaitheoir Éireannacha turais baile in 2012, laghdú beag ar 2011, le caiteachas measta de €1.3 billiún. Ba léir i rith 2012 go raibh an margadh baile tar éis teacht ar leibhéal seasta agus gur ón iasacht a thioctadh fás san earnáil sa todhchaí. Dá bharr sin, tosaíodh ag leathadh amach na ceachtanna agus an mhodheolaíocht ó '*GB Path to Growth*' le hanailís a dhéanamh ar mhargaí eile thar lear le linn do Fáilte Ireland tús a chur le scrúdú a dhéanamh ar chur chuige níos deighilte a chur i bhfeidhm chun a aithint an raibh aon fhás ionchasach féideartha sa mhargadh baile.

Léiríodh líon na gcuariteoirí i rith 2012 i bhfeidhmíocht na hearnála cóiríochta. Is iad na hóstáin is fearr a rinne le bliain anuas agus méadú foriomlán ar an meánáitíocht go 60%, á dtiomáint go príomha ag feidhmíocht láidir i gceantair uirbeacha. Go suntasach, léirigh an méadú seo ar áitíocht éileamh iarbhír a bhí ag fás agus gnó breise mar nach raibh ach titim ar éigin ar stoc leapa. Cé go raibh cúinsí trádála dúshlánach i gcónaí d'earnálacha cóiríochta eile, ba dhea-thuar an téarnamh i roinnt mhaith óstán – go háirithe i mBaile Átha Cliath agus i gcinn scribe turasóireachta traidisiúnta – do chruthú post san earnáil.

Chuidigh laghdú Rialtais leanúnach ar rátaí CBL leis an bhfeidhmíocht seo, rud a d'fhág gur chreid custaiméirí i ngach margadh go raibh luach níos fearr ar fáil, le titim mhór ar chéatadán na gcuariteoirí a rátáil an luach ar airgead mar 'bocht' idir 2011 agus 2012. Léirigh '*Survey of Overseas Travelers*' de chuid Fáilte Ireland an feabhas seo ar leibhéal sástachta – agus luach ar airgead san earnáil le brath ar chuariteoirí ó gach ceann de mhargaí thar lear na hÉireann. I limistéar an Euro is i measc cuairteoirí Iodálacha agus Francacha a bhí na leibhéal sástachta luach ar airgead ba mhó. I rith na bliana lean an treocht ón Ríocht Aontaithe uirthi ag feabhsú de réir mar a rátáil cuairteoirí Éire i dtéarmaí dearfacha maidir le luach ar airgead, suas go dtí 78% in 2012 (i gcomparáid le 69% in 2011).

Bhí sástacht custaiméara fhoriomlán le táirge turasóireachta na hÉireann ard i gcónaí sna laethanta dúshlánacha seo. Choinnigh naonúr agus deichniúr den lucht saoire thar lear orthu a rá go raibh Éire ag teacht lena gcuid ionchais nó gur sháraigh sí iad.



TACÚ LE GNÓLACHTAÍ TURASÓIREACHTA I DTREO FÁIS

Tar éis roinnt blianta tráth a raibh an bhéim ar éifeachtúlacht, gearradh costais agus marthanas gnó, in 2012 dhírigh Fáilte Ireland a chuid infheistíochta i dtacaíochtaí gnó praiticiúla i dtreo béim níos mó ar na cúinsí sin a dhéanfadh fás todhchaí a sheachadadh i gcuairteoirí agus i líon daoine – go háirithe i ndíol thar lear agus ar líne. Faoi dheireadh na bliana fuair 4,000 fiontar turasóireachta tacaíochtaí saincheaptha do dhíolacháin agus margáíocht, do Ríomh-ghnó, agus do mhargaí custaiméara a thuiscint mar aon le cláir níos traidisiúnta dírithe ar thoradh agus ar bhrabúis a uasmhéadú, ar mheantóireacht ghnó, ar shaineolas airgeadais agus ar tháirgiúlacht.

Tá clár *Sales Connect* de chuid Fáilte Ireland dírithe ar chuidiú le gnólachtaí turasóireachta na margáí ionchasacha thar lear is fearr a aithint agus a aimsiú mar aon le conas a seirbhísí a chur in oiriúint do na custaiméirí sin. Tá an clár *Sales Connect* ceaptha mar idirghabháil fhadtéarmach agus tugtar tacaíocht iomlán dó trí shraith ceardlann agus oiliúna. Bhain beagnach 700 ball den earnáil ghnó tairbhe dhíreach as *Sales Connect* in 2012.

Agus rud tábhachtach eile, tar éis foilsiú na tuarascála *GB Path to Growth*, b'fhócas ar leith í an Bhreatain Mhór den chlár *Sales Connect* do 2012. Forbraíodh sraith tacaíochtaí mar acmhainn do ghnólachtaí turasóireachta chun a gcumas féin don mhargadh GB a thuiscint go sonrach agus a fhás.

Anuas ar dhíriú ar na margáí sin leis an acmhainn is fearr, ní mór do ghnólachtaí turasóireachta atá sa tóir ar fhás, smacht a fháil ar an teicneolaíocht is deireanaí chun leibhéal méadaithe rannpháirtíochta le custaiméirí ionchasacha a fhorbairt. Maidir le Fáilte Ireland, is é an toradh a bhí air sin ná forbairt tionscnamh nua chun fiontair thurasóireachta bheaga agus ar mheánmhéid a chumasú le iad féin a dhíol níos fearr ar líne, ábhar dhigiteach níos mó a chruthú don tionscail lena roinnt agus a úsáid agus teicneolaíocht cheannródaíoch a úsáid inár seirbhísí eolais turasóireachta féin.

Ní nach ionadh mar sin, go raibh forbairt scileanna margáíochta dhigiteacha ina fócas suntasach i rith

2012. Cuireadh raon tacaíochtaí digiteacha ar fáil do ghnólachtaí turasóireachta móra agus ar mheánmhéid, agus neartaíodh tacaíochtaí ar líne a bhí ann cheana chun cuidiú le fiontair níos lú. Anuas air seo tugadh oiliúint dhigiteach agus uirlisí ar líne, mar sheimneáir Ghréasáin, isteach mar chainéal nuálaíoch chun tacaíocht a sholáthar. Arís eile, cuireadh sraith de thacaíochtaí gréasáin saincheaptha ar fáil freisin chun an tionscnamh *GB Path to Growth* a chur i bhfeidhm.

Ar an iomlán, d'oibrigh Fáilte Ireland le 2,650 gnólacht agus pearsanra turasóireachta chun athbhreithniú a dhéanamh ar a láithreacht dhigiteach agus í a fheabhsú. Ba iad margáíocht dhigiteach, bainistiú cainéil agus cáil ar líne réimsí príomhfhócais don bhliain.

Ar deireadh, bhí líon mór bainisteoirí agus úinéirí tionscail rannpháirteach freisin in ár seirbhís meantóireachta gnó agus bhain tairbhe as meantóireacht airgeadais, straitéise agus margáíochta, agus d'fhág raon ceardlann nua go raibh ceannairí tionscail cothrom le dáta maidir le forbairtí agus réitigh ghnó.

SAOTHAR, SCÍTH AGUS SPRAOI - NA HEARNÁLACHA COMHDHÁLACHA GNÓ AGUS FÓILLÍOCHTA A FHÁS

Agus an bhéim ag dul i méid ar acmhainn mhargaí thar lear chun móiminteam i dtreo fáis a choinneáil, d'oibrigh Fáilte Ireland i rith 2012 chun deiseanna a chruthú d'oibreoirí turasóireachta san earnáil fóillíochta le bheith in ann díol go díreach le príomhghníomhaireachtaí taistil thar lear, leis na meáin agus le daoine nach iad agus spreagadh a thabhairt do lucht saoire teacht go hÉirinn.

I rith na bliana, chomhordaigh Fáilte Ireland clár sé mhórcheadlann trádála '*Meet-the-buyer*'. In iomlán ghlac thart ar 937 gnólacht turasóireachta Éireannacha páirt sna ceardlanna seo chun bualadh le 455 príomhionadaí trádála taistil idirnáisiúnta agus chun gnó a thabhairt chun críche leo –bhí beagnach 20,000 cruinniú duine ar dhuine réamhshocruithe de thoradh air seo agus deiseanna cur i láthair á ndéanamh do ghnólachtaí Éireannacha a bhí páirteach iontu. Thug an imeacht ba mhó, Meitheal, líon breá arís den trádáil thar lear agus gnólachtaí Éireannacha go Baile Átha Cliath don cheardlann dhá lá.



Thionólamar breis agus 44 cuairt taithíochta ar Éirinn ó 18 margadh, deis á tabhairt do bhreis agus 455 príomhgníomhaireacht taistil agus tionscnóirí turais ár dtáirge turasóireachta den scoth a bhlaiseadh ar an láthair. D'éirigh go háirithe le turais trádála grúpa tiomnaithe do ghníomhaíochtaí allamuigh.

Chuir Fáilte Ireland fáilte freisin roimh roinnt scríbhneoirí taistil agus meán idirnáisiúnta a raibh tionchar acu agus bhí ina óstach dóibh sa chaoi go bhféadfaidís próifiliú a dhéanamh ar a gceann scribe dá bpobail idirnáisiúnta. Bhí Éire ina hóstach do bheagnach 1,350 ionadaí ó na meáin thar lear ó 18 tír, rud a ghin luach fógraíochta measta de €260m.

In iomlán, d'fhorbair Fáilte breis agus 500 cúrsa taistil saincheaptha do cheannaitheoirí agus do na meáin thar lear agus iad ar cuairt in Éirinn.

Gnó Turasóireachta Idirnáisiúnta á Bhaint Amach d'Éirinn

Ba scéal rathúil ar leith d'Éirinn na cuairteoirí gnó agus comhdhálacha idirnáisiúnta le blianta beaga anuas – agus ioncam suntasach do ghnólachtaí turasóireachta á ghiniúint ag toscairí a chaitheann níos mó (i gcomparáid le lucht saoire). Lean Fáilte Ireland air ag infheistiocht go trom ina thuilleadh cruinnithe agus comhdhálacha idirnáisiúnta a aithint, a mhealladh agus a chinntiú d'Éirinn in 2012.

In 2012, reáchtáladh 237 comhdháil a thug 105,000 toscaire go hÉirinn agus toradh ioncaim de thart ar €148m do gheilleagar na hÉireann. Tugadh formhór na gcomhdhálacha seo (207) go hÉirinn le tacaíocht dhíreach ó Fáilte Ireland.

In earnálacha gnó, leighis agus eile d'earcaigh agus thacaigh Fáilte Ireland le 212 'ambasadóir comhdhála' ó Scéim Tacaíochta Airgeadais d'Ambasadóirí Comhdhála chun oibriú i measc a bpiaraí agus tairiscint a chur isteach ar chomhdhálacha idirnáisiúnta agus Éire ina hóstach, rud a thug gnó comhdhála idirnáisiúnta nua go hÉirinn.

Chuir Fáilte Ireland ansin, ar a sheal, céatadán mór de na hambasadóirí seo in aithne do na Biúróna Coinbhinsiúin thar lear agus do na heagraithe gairmiúla ábhartha, do na

láithreacha agus do na hóstáin chun a chinntiú go raibh an bhail is fearr ar a dtairiscintí le dul san iomaíocht. Ó thaobh giniúna gnó, léiríonn na hambasadóirí seo poitéinseal do bhreis agus 128,000 toscaire agus ioncam ionchasach de €179m in iomlán.

Mar chuid de chomhtháthú Dublin Tourism le Fáilte Ireland, feidhmíonn Biúró Coinbhinsiúin Bhaile Átha Cliath anois laistigh d'aonad turasóireachta gnó Fáilte Ireland agus leanfaidh sé le cur chun cinn Bhaile Átha Cliath mar cheann scribe mealltach do chomhdhálacha agus d'imeachtaí.

ÉILEAMH BAILE A SPREAGADH

D'ainneoin laghdú beag, bhí an margadh saoire baile ar cheann dár margaí ba mhó in 2012 agus, le leibhéil ghníomhaíochta tomhaltóra sa mhargadh seo a choinneáil, leanamar orainn ag dul i mbun margaíochta go gníomhach don phobal baile – go háirithe tríd an bhfeachtas 'Fun Starts Here' ar léirigh taighde go raibh sé ag déanamh go maith agus go raibh ardleibhéil feasachta á seachadadh aige.

IN 2012, bhain an dianfheachtas margaíochta seo úsáid as meascán de mhargaíocht nuálaíoch agus meascán spleodrach d'fhéilte, d'imeachtaí agus do thairiscintí chun Éire a láidriú tuilleadh mar cheann scríbe corraitheach a thug le fios céard go díreach ar féidir a fháil as briseadh sa bhaile ó thaobh ceann scríbe, gníomhaíochtaí, áiteanna a thaitneodh le cuairteoirí, agus imeachtaí, agus ag cinntiú ar feadh an ama go raibh an teachtaireacht 'luach ar airgead' láidir, ag cur cúrsaí eacnamaíochta reatha san áireamh. Agus ag teacht le treochoaí teicneolaíochta, leagadh béim níos mó ar líne leis an láithreán gréasáin tomhaltóra DiscoverIreland.ie i gcroílár na fógraíochta go léir.

RUDAÍ IS FÉIDIR A DHÉANAMH AGUS A FHEICEÁIL

Comhlánaíodh ár n-iarrachtaí margaíochta arís trí fheidhmiú clár a bhí mealltach agus dosháraithe d'fhéilte agus d'imeachtaí cultúrtha a chuir le tarraingt cuid mhaith de na háiteanna a mbíonn tóir ag turasóirí orthu mórthimpeall na hÉireann. Már mhórrura, choinnigh Fáilte Ireland air ag infheistiú go trom i bhféilte agus in imeachtaí cultúrtha i rith 2012. Bronnadh €3.26m in



iomlán ar 229 féile i rith na bliana. Thacaigh ár gclár náisiúnta le 43 féile agus tacaíodh le 186 tríd an gclár réigiúnach. Chaith Fáilte Ireland cuid mhór de 2012 ag ullmhú Féilire na bhFéilte chun tacú le 'An Tionól 2013'.

Príomhimeachtaí Idirnáisiúnta

Lean Fáilte Ireland ag tabhairt tacaíochta do phríomhimeachtaí spóirt idirnáisiúnta a raibh acmhainn turasóireachta iontu in 2012 lena n-áirítear Rás Aigéin Volvo a d'fhill ar Ghailimh agus mórfháilte roimhe. Bhí an rás deiridh ar siúil i mí Iúil agus craoladh é go dtí lucht féachana domhanda de 1.3 billiún. D'fháiltigh sráideanna Bhaile Átha Cliath roimh mhórhaispeántas Formula 1, Bavaria City Racing agus bhain taitneamh freisin as teacht na Long Ard dá gcuairt dheiridh de shraith 2012.

ACMHAINNEACHT ÁR gCEANN SCRÍBE A FHORBAIRT

Is é an táirge atá lárnach in aon reic díolacháin, agus ar cheann de na príomhfhorbairtí i gcur chuige Fáilte Ireland chun mealltacht na hÉireann a fheabhsú bhí an tuiscint go dteastaíonn mealltachtaí agus taithíochtaí ar scála mór ón tír seo le cuairteoirí a mhealladh chugainn.

Choinnigh Fáilte Ireland air ag déanamh mór-infheistíochta i dtionscadail íocónacha i rith 2012 chun go mbeadh Éire ina hábhar ionchais níos mealltaí do chuairoteoirí. Bhí tuilleadh infheistíochta caipitil i dtionscal na turasóireachta i gceist anseo ag díriú ar sé thionscadal ar mhórscaála a faomhadh do thart ar €14m de chúnamh deontais faoin gClár Infheistíochta Caipitil Turasóireachta – lena n-áirítear Ceathrú Lochlannach Phort Láirge agus tionscadal Bhealach Chill Chainnigh.

Maidir le tionscadail scála, thosaigh Fáilte Ireland leis an bhforbairt ar *'Slí an Atlantaigh Fhiáin'* i rith 2012, an chéad chianbhealach tiomána téamach, agus réachtáladh na chéad chruinnithe comhairliúcháin i rith na bliana feadh chósta an Iarthair, mar chuid den chomhairliúchán poiblí sin. Ar an gcaoi chéanna sa phríomhchathair cuireadh tús le forbairt *'The Dublin'*, Bealach Fionnachtana cultúrtha Bhaile Átha Cliath in 2012 le maoiniú breis agus €4 milliún faighte leis an tionscadal a thabhairt chun críche.

Mar aon le tionscadail ar mhórscaála le samhlaíocht cuairteoirí a mhealladh, tuigean láthair turasóireachta

cén chaoi le beocht a chur sna rudaí a thaitníonn leis na cuairteoirí atá acu cheana féin. Chun na críche seo ceapadh *'Sharing our Stories'*, scéim bheochana agus léirmhínte in 2012 agus é d'aidhm aige cur le taithí an chuairoteora ar Éirinn trí thacú le tionscadail nuálaíochta a thugann beocht dár n-oidhreacht agus dár gcultúr. Ar an gcaoi chéanna, ar bhonn píolótach, seoladh tionscnamh nua in 2012 le hacmhainn Chearnóg Mhuirfean a fhorbairt agus a bheochan mar cheann scríbe bríomhar cultúrtha agus áit a mbeadh tarraingt ag turasóirí uirthi. San áireamh sa chumas ardaitheach rathúil seo ar chultúr, ar oidhreacht agus ar riocht phoiblí bhí clár imeachtaí cultúrtha sceidealaithe go sonrach chun díriú air mar áit a gcaithfeá dul ar cuairt ann, dírithe ar dhream náisiúnta agus idirnáisiúnta a bhí ar thóir an chultúir.

Bhí oidhreacht shaibhir bia na hÉireann ina fócas in 2012 chomh maith agus béim mhéadaithe ar fhorbairt turasóireachta bia mar chuid d'eispéireas foriomlán an chuairoteora agus chruthaigh ár dtionscnamh *'Food Champions'*, go háirithe, go han-mhaith agus chuir oibreoirí agus úinéirí bialanna suim ar leith ann agus ghlac páirt ann.

Ar deireadh, bíonn forbairt ceann scríbe turasóireachta rathúla ag brath freisin ar ionchur agus ar rannpháirtíocht an phobail níos leithne. Dá réir, i rith 2012, le haitheantas a thabhairt do na pobail sin a raibh tiomantas agus díograis á léiriú acu do chur chun cinn na turasóireachta áitiúla, sheol Fáilte Ireland a chéad Gradam na mBaile Turasóireachta agus 46 iarratas acu ó bhaile ar fud na tíre. Is é An Caladh, Co. Chiarraí a bhain an duais agus bronnadh an gradam air ag searmanas i mBaile Átha Cliath.

TAIGHDE AGUS LÉARGAS TURASÓIREACHTA

In 2012 thug Fáilte Ireland raon staidéar agus tionscadal eile chun críche chun bonn fianaise-bhunaithe a sholáthar le bonn eolais a chur faoi thionscnaimh thurasóireachta agus treo na n-acmhainní don todhchaí.

Tar éis suirbhé ceann scríbe 2011 - a chuir anailís an-mhionsonraithe ar fáil ar fheidhmíocht thurasóireachta ag an leibhéal réigiúnach - rinneadh staidéar breise arís in 2012 a bhain go sonrach le tomhas sástachta lucht saoire le gnéithe éagsúla dá n-eispéireas saoire sna cinn scríbe réigiúnacha éagsúla.



Rinneadh tomhas leantach ar fheidhmíocht na n-earnálacha cóiríochta éagsúla i rith na bliana. Mar aon leis an bpróifiliú leantach ar thurasóirí baile trí shuirbhéanna náisiúnta, rinneadh próifiliú ar chuariteoirí thar lear ag na príomhaerfoirt agus calafoirt. Rinneadh rianú freisin ar éifeachtacht an fheachtais fhógraíochta baile. Rinneadh trí shraith dár Suirbhé Baraiméadair Turasóireachta, meon an tionscail á thomhas maidir leis an bhfeidhmíocht go dáta agus maidir leis na braistintí ar ionchais sa todhchaí.

Anuraidh sheachaid Rannán Taighde Fáilte Ireland roinnt tionscadal le bonn eolais a chur faoi thorthaí turasóireachta ar raon saincheisteanna. Áiríodh orthu sin:

- Doiciméad straitéise *The GB Path to Growth*
- Athbhreithniú ar fheidhmeanna turasóireachta Fhorbairt na Sionainne
- Dearcthaí an tionscail a chur i láthair ar an gCoiste Comhairliúcháin Creidmheasa Náisiúnta agus ar Ghrúpa na gComhlachtaí Stáit ar SMEanna

CONCLÚID

I rith 2012, bhog cuid mhór de thurasóireacht na hÉireann amach as an mbarda dianchúraim agus thosaigh den chéad uair le roinnt blianta, ag breathnú rompu amach ar an todhchaí agus ar an bhfás. Thug roinnt deiseanna eolas na slí maidir leis seo i rith na bliana.

D'ainneoin ábhair shoiléir imní amháin, is é sin laige leanúnach mhargadh na Breataine, bhí sracfhéachaint freisin ar dheis shuntasach in 2012. Tugann an fhianaise le fios de réir mar a tháinig meath ar thurasóireacht na Breataine amach, le blianta beaga anuas, bhí méadú ar thurasóireacht baile laistigh den Bhreatain. Ach de réir mar a léirigh *GB Path to Growth* áfach, tá bail mhaith ar Éirinn le dul san iomaíocht le cinn scríbe na Breataine mar Albain, Devon agus Corn na Breataine. Chun é seo a dhéanamh teastóidh aistriú radacach ó thaobh an chaoi a gcuirtear pacáiste turasóireachta na hÉireann le chéile agus a ndéantar margaíocht air do chodanna sonraithe spriocdhírthe laistigh de mhargadh foriomlán na Breataine. Chuireamar tús leis an aistir sin i rith 2012.

Is í an deis eile arbh fhéidir a bhaint as gríosach 2012 ná an acmhainn sna margaí sin thar lear atá ag fás – go

príomha na Stáit Aontaithe, an Ghearmáin agus an Fhrainc a bhfuil cáil dhearfach bunaithe ag Éirinn iontu cheana féin agus ar dócha a gcúinsí eacnamaíochta baile a bheith níos cuidithí don fhás. Má táimid le fillleadh ar leibhéil inmharthana fáis turasóireachta beidh ar earnáil na turasóireachta béim níos mó a chur ar na margaí lárnacha seo agus infheistíocht níos mó a dhéanamh iontu.

Tá an deis dheiridh – a bhí níos soiléire ná riamh in 2012 – le fáil ar líne. Tá níos mó ná billiún ball ag Facebook anois ar a líonra agus cuirtear 400 milliún tvuít ar fáil in aghaidh an lae. Agus meastar go bhfuil líon na mblaganna ar an idirlíon tar éis méadú faoina ceathair ó 2006 go dtí breis agus 180 milliún. Ní mór a rá go bhfuil úsáid na meán sóisialta tar éis teacht chun a bheith ina cuid lárnach de ghnáthamh daoine ó lá go lá, agus rud ar léir do chách beagnach, tabharfaidh an t-idirlíon dúshlán bunúsach don turasóireacht – ní hamháin don chaoi a ndíolann sí í féin ach le meán mar AirBnB, tabharfar dúshlán nádúir a samhla cóiríochta féin.

Ach leis an dúshlán sin cuireann na meáin shóisialta deiseanna eile ar fáil do ghnólachtaí turasóireachta chun foghlaim faoina gcustaiméirí agus chun rochtain a fháil ar níos mó díobh ná mar a fuarthas riamh cheana. Tuigeann obair Fáilte Ireland chun cuidiú le gnólachtaí gur tháinig fás ar an bpoitéinseal arís eile i rith 2012 – ag tógáil ar an oiliúint dhigiteach agus ar na tacaíochtaí a bhí á bhforbairt againn sna blianta deiridh – agus leanfar leis seo sna blianta atá le teacht.

Chun go dtiocfadh fás ar an turasóireacht ní mór don earnáil díriú go géar ar na deiseanna seo agus a n-uasacmhainneacht a bhaint astu. Beidh a ról á imirt ag Fáilte Ireland, mar an t-údarás forbartha turasóireachta náisiúnta, agus leanaimid orainn ag obair taobh le gnólachtaí turasóireachta ar fud na tíre ag cuidiú leo bheith iomaíoch i gcónaí; níos mó cuairteoirí a mhealladh; agus a n-áit féin a bhaint amach sna margaí sin agus na cainéil sin a úsáid a thairgeann na hionchais is fearr don fhás, do theacht isteach agus do jabanna.

Shaun Quinn - Príomhfheidhmeannach



Turasóireacht 2012 *Bliain i bhFigiúirí*

■ An Tionscal Turasóireachta agus Fáilteachais

Fostaíodh meastar 185,000 duine
Gineadh meastar €5.4 bn d'ioncam
Fáiltíodh roimh 6.3 milliún cuairteoir ó thar lear, a chaith meastar €4.0bn.

■ An Margadh Baile

Rinneadh meastar 7.6 milliún turas baile, a ghin caiteachas meastar de €1.3bn

■ Rátáil Shástachta

Comhlíonadh nó sáraíodh 99% de thnútháin lucht saoire ó thar lear

Dúirt 66% den lucht saoire ó thar lear go molfaidís Éire go cinnte mar ionad saoire

Bhí 98% de lucht saoire na tíre seo sásta leis an tsaoire/briseadh gearr is deireanaí a bhí acu.

■ Infheistiú i bhforbairt turasóireachta

Fuair 6 thionscadal €14 m i ndeontais ó Fáilte Éireann

■ Tacaíochtaí Ghnó

Fuair 4,000 gnólacht turasóireachta tacaíocht shainiúil ó Fáilte Éireann in 2012

Chláraigh 2,650 gnólacht turasóireachta lenár dtionscnamh ríomh-Ghnó

Chláraigh 691 gnólacht turasóireachta don chlár Sales Connect

■ Turasóireacht Ghnó

Thug 237 comhdháil idirnáisiúnta níos mó ná 105,000 toscaire ó thar lear go hÉirinn

B'fhiú €148 m na comhdhálacha seo do gheilleagar na hÉireann





Fáilte Ireland

National Tourism Development Authority

Chaith na toscairí idirnáisiúnta ar an meán sé lá in Éirinn agus thaistil beagnach duine i ngach ceathrar le cairde nó lena dteaghlach ag gineadh luach breise ar an gcomhdháil idirnáisiúnta

Is é an luach iomlán a ríomhadh a bhain le gach toscaire a tháinig chuig comhdháil idirnáisiúnta in Éirinn ná idir €1,000 - €1,500

■ Féilte agus Imeachtaí

Tugadh €3.26 m do 229 féile ar fud na hÉireann in 2012 - 43 imeacht maoinithe tríd an gClár Náisiúnta agus 186 tríd an gClár Réigiúnach.

■ Ag cur na hÉireann chun cinn mar Láthair Thurasóireachta

Lean Feachtas Discover Ireland - "The Fun Starts Here" a chosain €3.4 m ar aghaidh in 2012 chun Éire a chur chun cinn i measc turasóirí baile.

Tugadh cuireadh do 1350 ionadaí ó na meáin idirnáisiúnta as 18 tír go hÉirinn in 2012 agus tá €260 milliún in EAV ginte aige seo go dáta.

Tharla beagnach 20,000 cruinniú gnó duine go duine idir 455 ceannaitheoir ó thar lear agus 937 soláthraí Éireannach le linn 6 cheardlann gnó Meet the Buyer in 2012.



Ráiteas Corparáideach

Rialachas Corparáideach

Tacaíonn agus aontaíonn Fáilte Éireann leis na caighdeáin is airde rialachais corparáide agus cloíonn sé go háirithe le prionsabail infheidhmithe agus le treoirlínte atá sainmhínithe sa Chód Cleachtas um Rialachas Comhlachtaí Stáit.

Comhionannas

Is fostóir comhionannais deiseanna é Fáilte Éireann. Cuireann an eagraíocht i bhfeidhm an reachtaíocht comhionannais ar fad a bhaineann le hábhar.

Sábháilteacht, Sláinte agus Leas

Cosnaíodh leas fostaithe agus oiliúnaithe na heagraíochta trí chloí go beacht le caighdeáin sláinte agus sábháilteachta. Tá an tÚdarás sásta go gcomhlíonann an comhlacht forálacha an Achta um Shábháilteacht, Sláinte agus Leas ag an Obair 2005.

Saoráil Faisnéise

Sa tréimhse atá á athbhreithniú, fuair Fáilte Éireann 12 iarratas faoin reachtaíocht Shaoráil Faisnéise.

Gníomhaíocht Oiliúna 2011 agus 2012

	2011	2012
Clár Scileanna Fháilte Ireland	36	0
Cláir Tionscal-Bhunaithe	13,719	15,394
Cláir Coláiste-Bhunaithe	1,851	1,600
Iomlán	15,606	16,994

Comhaltaí an Údaráis 2012



Redmond O'Donoghue
Cathaoirleach



Susan Bergin



Dr Mary Coveney



Oliver Daniels



Kevin Dundon



Marguerite Howley



Brian Hughes



Noel Kavanagh



Gina Murphy



Ciáran O Gaora



Catherine Reilly



Eithne Scott-Lennon



Frankie Sheahan

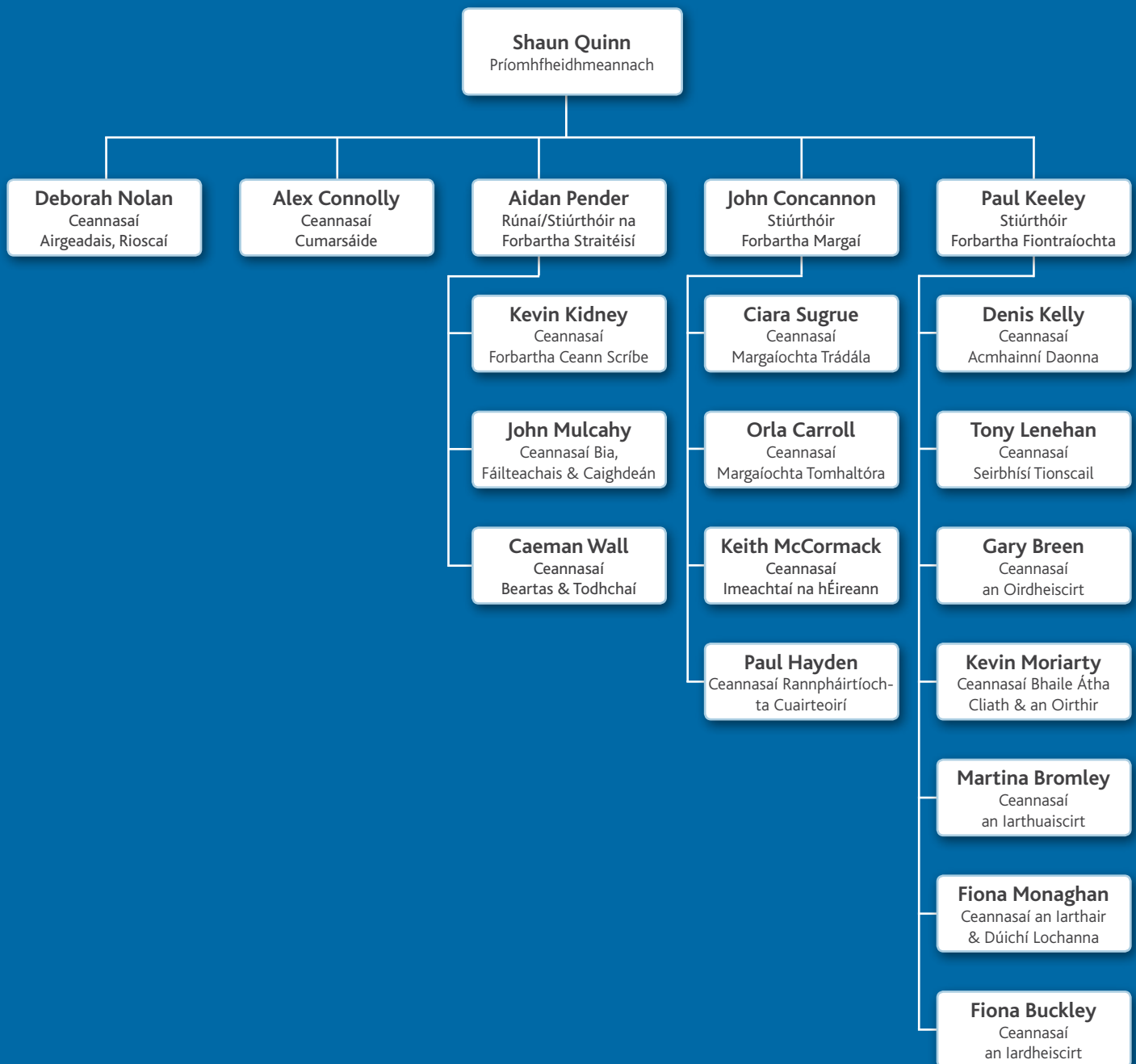
Freastal na gComhaltaí ar Chruinnithe an Údaráis in 2012

Reáchtáil an tÚdarás naoi gcrúinniú le linn 2012.

Comhalta	Iomlán	Comhalta	Iomlán	Comhalta	Iomlán
Redmond O'Donoghue	9	Marguerite Howley	3	Catherine Reilly	4
Susan Bergin	9	Brian Hughes	9	Eithne Scott Lennon	5
Mary Coveney	9	Noel Kavanagh	9	Frankie Sheahan	8
Oliver Daniels	9	Gina Murphy	8		
Kevin Dundon	8	Ciáran O Gaora	8		

Struchtúr Ranna

Nollaig 2012



Líon na Turasóireachta agus na Coimisinéirí Ioncaim 2010 - 2012

	uimhreacha (000s) (Revenue €mn)	2009	2010	2011 ¹	2012	% athrú 12 vs 11
An Bhreatain	Líon (000s)	3,034	2,759	2,799	2,722	-3
	(€mn)	1,035.8	879.4	858.3	857.9	n.c
Mórtáir na hEorpa	Líon (000s)	2,323	2,011	2,184	2,247	+3
	(€mn)	1,348.0	1,133.9	1,110.8	1,060.5	-5
Meiriceá Thuaidh	Líon (000s)	920	864	904	940	+4
	(€mn)	724.6	695.1	677.4	745.7	+10
Tíortha Eile Thar Lear	Líon (000s)	301	311	353	378	+7
	(€mn)	311.3	290.4	272.8	291.6	+7
IOMLÁN CUAIRTEOIRÍ THAR LEAR	Líon (000s)	6,578	5,945	6,240	6,268	+1
Ioncam Thar Lear Iomlán	(€mn)	3,419.7	2,998.8	2,919.4	2,955.8	+1
Turais Thuaisceart Éireann	Líon (000s)	n/a	n/a	1,416	1,264	-11
Ioncam Thuaisceart Éireann ²	(€mn))	n/a	n/a	295.8	284.3	-4
Fáltais iompróir	(€mn)	524.0	580.0	626.0	767.0	+23
Thar Lear same lá Cuirteanna	(€mn)	27.0	25.0	36.0	34.0	-6
IOMLÁN FOREIGN EXCHANGE EARNINGS⁴	(€mn)	3,970.7	3,603.8	3,877.2	4,041.1	+4
Turas Baile²	Líon (000s)	8,340	7,300	7,169	7,031	-2
Ioncaim Baile ³	(€mn)	1,389.8	1,560.5	1,415.9	1,345.4	-5
IONCAM TURASÓIREACHTA IOMLÁN	(€mn)	5,360.5	5,164.3	5,293.1	5,386.5	+2

¹ Athbheithnithe ag an Lár-oifig Staidrimh in 2013

² 2010 agus 2011 athbheithnithe ag an Lár-Oifig Staidrimh in 2013

³ 2010 agus 2011 athbheithnithe ag an Lár-Oifig Staidrimh in 2013

⁴ Tuilleamh airgid eachtraigh i 2009 agus 2010 ioncam ó chuairteoirí i dTuaisceart Éireann a eisiamh

Foinse: Lár-Oifig Staidrimh/NISRA/Fáilte Éireann

Ráiteas ar Éifeachtúlacht Fuinnimh

Forbheathnú ar Úsáid Fuinnimh in 2012

Tharla go leor athruithe i Fáilte Éireann in 2012 - san áireamh an cumasc a rinneadh in Eanáir 2012 le Turasóireacht Bhaile Átha Cliath. Leathnaigh an cumasc seo cúraim Fháilte Éireann agus d'ardaigh an líon foirne, na bhfoirgneamh agus riachtanas fuinnimh na heagraíochta. Ag deireadh Eanáir 2012, bhí c.390 ar fhoireann Fháilte Éireann agus 50 foirgneamh acu: san áireamh 7 bhfoirgneamh os cionn 1000m² - 2 díobh ar struchtúir liostaithe/cosanta iad, (tá 10 bhfoirgneamh le Fáilte Éireann liostaithe). Dá bharr sin, clúdaíonn éileamh fuinnimh na heagraíochta soláthar fuinnimh dár 8 n-oifig riaracháin (san áireamh an Phríomhoifig i mBÁC), 35 Oifig Eolais Turasóireachta (TIO), 3 Mhúsaem agus 4 fhoirgneamh eile.

In 2012, d'úsáid Fáilte Éireann 2,714 MWh leictreachais, ina raibh:

- 1,889 MWh leictreachais
- 825 MWh de bhreosla iontaise, ina raibh 681.8 MWh de ghás nádúrtha, 12,2 MWh de LPG, 58.4 de Cheirisín agus 72.2 MWh d'Ola Gáis

Is 2,457 MWh an fuinneamh iomlán a d'úsáid Fáilte Éireann in 2011; léiríonn figiúirí 2012 ardú 10.5% ar úsáid fuinnimh san eagraíocht ó 2011 go 2012 ina raibh:

- 90 MWh níos lú leictreachais (laghdú 4.5% ar 2011)
- 347 MWh (72.6%) d'ardú i mbreoslaí iontaise, san áireamh:
 - ardú 316.3 MWh i ngás nádúrtha (sin 86.5% d'ardú); bhain 235.8 MWh/75% den ardú le struchtúir mhóra (os cionn 1000m²) a bhíodh ag Turasóireacht Bhaile Átha Cliath a théamh agus atá liostaithe/cosanta agus bhain 17.1 MWh le oifig nua riaracháin a théamh.
 - laghdú 38.8 MWh decrease in gasoil consumption (sábháil 35.5% ar 2011)
 - ardú 58.4 MWh in úsáid Ceirisíne (100% d'ardú a bhain le foirgnimh nua a théamh)
 - ardú 12.2 MWh in úsáid gáis peitрилiam leachtaithe (LPG) (ardú 100%), tar éis oibreacha

athshuimh ar láthair oidhreachta táimid anois réidh chun an láthair a théamh ar bhealach a choinneoidh na coinníollacha a theastaíonn.

Gníomhaíochtaí in 2012

Le linn 2012, lean Fáilte Éireann ag cur béime ar thionscnaimh a bhí éifeachtúil agus a shábháil fuinneamh, go háirithe mar gheall go raibh go leor foirgneamh eile curtha leis an réimse foirgneamh a bhí againn. Ta roinnt de na hathruithe a cuireadh i bhfeidhm féachaint le húsáid fuinnimh a laghdú amach anseo léirithe thíos:

- D'athraigh Fáilte Éireann 2 de na hoifigí riaracháin réigiúnacha i R1 2012; ár n-oifigí san Iar-Dheisceart agus in Oirthear agus i Lár-tíre. Ag dul le S1 542 2009; ní thógfaidh comhlachtaí poiblí ar léas ach foirgneamh a bhfuil Rátáil Fuinnimh Foirgnimh aige ar chomhchéim nó níos fearr ná B3 ó 1 Eanáir 2012. Chuidigh na rátálacha feabhsaithe BER a bhí le gach foirgneamh le Fáilte Éireann lonnú i bhfoirgnimh a bhí níos éifeachtúla ó thaobh fuinnimh. Tá na sonraí tugtha thíos:
- Fáilte Éireann An Iar-Dheisceart: Rátáil B2 (B3 a bhí ar Theastas Léirithe Fuinnimh an tseanfhoirgnimh) - 98.5 MWh, fuinnimh a úsáideadh in 2011 san oifig riaracháin (ag tógáil isteach TIO), 143 MWh fuinnimh a úsáideadh in 2012 san oifig nua riaracháin agus an TIO. Cé go léiríonn sé seo 45.1% d'ardú in úsáid fuinnimh bhí sé fíorthábhachtach an dá sheirbhís a scaradh agus dhá oifig a sholáthar chun timpeallacht oibre shábháilte agus shláintiúil a chur ar fáil don fhoireann ar fad.
- Fáilte Éireann An tOirthear & Lár-Tíre: Rátáil B2 (E2 an BER a bhí ag an seanfoirgneamh) - 39.6 MWh, fuinnimh a úsáideadh in 2011 san oifig riaracháin seo, 45.9 MWh fuinnimh a úsáideadh in 2012 san oifig nua riaracháin agus chun an tseanoifig folamh (foirgneamh liostaithe) a chothabháil, rud a léiríonn

Ráiteas Éifeachtúlachta Fuinnimh

ardú 6.4 MWh nó 16.1% chun an dá fhoirgneamh a choinneáil. Mar sin féin, nuair a bheidh an eagraíocht in ann fáil réidh leis an bhfoirgneamh liostaithe, d'fhéadfadh go mbeadh sábháil 17% ar úsáid fuinnimh i gcomparáid le figiúirí 2011 de bharr aistrithe chuig oifig nua.

- Rinne Fáilte Éireann uasghradú ar 8 n-aonad triomadóirí láimhe i leithris sa Phríomhoifig i Sráid Amiens trí aonaid níos éifeachtúla ó thaobh fuinnimh a chur ina n-áit; 650W aonad atá á n-úsáid anois in áit 2,500W aonad; ní thógann na 8 n-aonad a cuireadh isteach ach 10 soicind in áit 30 soicind chun lámha a thriomú - an toradh air sin ná go bhfuil an méid fuinnimh a úsáidtear gach uair a thriomaítear lámha laghdaithe ó 20.8W go 1.8W; cé go bhfuil sé dodhéanta an tsábháil chruinn a thomhas mar go mbraitheann sé ar leibhéal úsáide, tá na haonaid a cuireadh isteach 91% níos éifeachtúla ó thaobh úsáide fuinnimh.
- Le linn oibreacha athshuimh ag láthair oidhreachtá Thúr Yeats, Thúr Baile Uí Laoigh, An Gort (de bharr damáiste mór tuilte) cuireadh isteach coire nua Compact HE (éifeachtúlacht ard) Combination Vokèra 35 KW LPG in áit an choire Vailant 35 KW LPG a bhí briste. Tá éifeachtúlacht shéasúrach suas go 90.1% ag an gcoire nua (rátáil SEDBUK).
- Córais téimh eile ar déanadh uasghradú orthu in 2012 ná 11 téitheoir painéil 11 x 1.4 KW dimplex (le clog) a cuireadh isteach i Músaem Scríbhneoirí Bhaile Átha Cliath (foirgneamh liostaithe). Bhí na téitheoirí stórála a bhí ann roimhe sin idir 13 - 20 bliain d'aois.
- Rinne an Rannóg ICT comhdhlúthú ar 3 fhreastalaí fhisiciúla (HP ProLiant DL360 G5) isteach go timpeallacht fhíorúil. Meastar go mbeidh sábháil bhliantúil fuinnimh de 18.4 MWh ón tionscadal seo. Cuidíonn an próiseas Fhisiciúil-go-Fíorúil(P2V) freisin le laghdú ar úsáid AC inár seomraí freastalaithe mar go gciallaíonn níos lú inneall go bhfuil níos lú teasa á ghiniúint; níl gá leis an oiread fuarú. Ar an drochuair, ní féidir an tsábháil seo a mheas.

- Rinneadh uasghradú ar 59 crua-earra ICT inár n-oifig réigiúnacha ó Lenovo ThinkCentre M52 go Lenovo ThinkCentre M72E. Meastar gur é an difríocht bhliantúil fuinnimh a bheidh ann ná 239 KWh an ríomhaire, rud a shábhálfadh 14.1 MWh leictreachais sa bhliain.

- Trí fheabhas a chur ar an gclár bainistithe cló sa Phríomhoifig i mBaile Átha Cliath, laghdú a dhéanamh ar an líon printéirí a úsáidtear agus fótachóipirí/printéirí ilfheidhmeacha a chur ag pointí lárnacha ar fud an fhoirgnimh, sábháladh 2.5 MWh leictreachais i rith na bliana.

- Éilíonn (Rial.EC 2037/2000) an AE go gcuirfí aonaid aerchóirithe atá níos oiriúnaí don timpeallacht in áit na n-aonad R22 faoi 2014; in 2012 d'athraigh Fáilte Éireann an córas A/C sa Bhoth Eolais Turasóireachta ar an bhFaiche Mhór i nGaillimh go aonad Mitsubishi 4KW R410A in áit an aonaid Haier R22 a bhí ann. Ní féidir an tsábháil chruinn MWh a mheas mar go mbraitheann sé ar leibhéal úsáide.

Gníomhaíochtaí atá Beartaithe do 2013

In 2013, tá sé d'uaimhian ag Fáilte Éireann laghdú a dhéanamh ar an méid fuinnimh a úsáidfidimid agus leanúint ag cur feabhais ar ár bhfeidhmiúcháin/bhfeasacht fuinnimh. Tá súil againn é seo a dhéanamh trí thabhairt faoi na tionscnaimh seo a leanas:

- Tá sé i gceist ag an rannóg ICT 9 bhfreastalaí fhisiciúla HP ProLiant a thógáil amach as seirbhís roimh dheireadh 2013; 2 x DL380 G4, 2 x DL150 G3, 2 x DL360 G6, ML350 G4, DL140 G3 agus DL360 G5. Meastar go mbeidh sábháil fuinnimh 46.8 MWh sa bhliain ann trí na freastalaithe seo a thógáil amach.
- Tá sé i gceist athnuachan a dhéanamh ar chrua-earraí ICT atá lonnaithe sna réigiúin roimh dheireadh Ráithe 2 2013. Cuirfear 41 Lenovo ThinkCentre M52 in áit Lenovo ThinkCentre M72E. Meastar go mbeidh

Ráiteas Éifeachtúlachta Fuinnimh

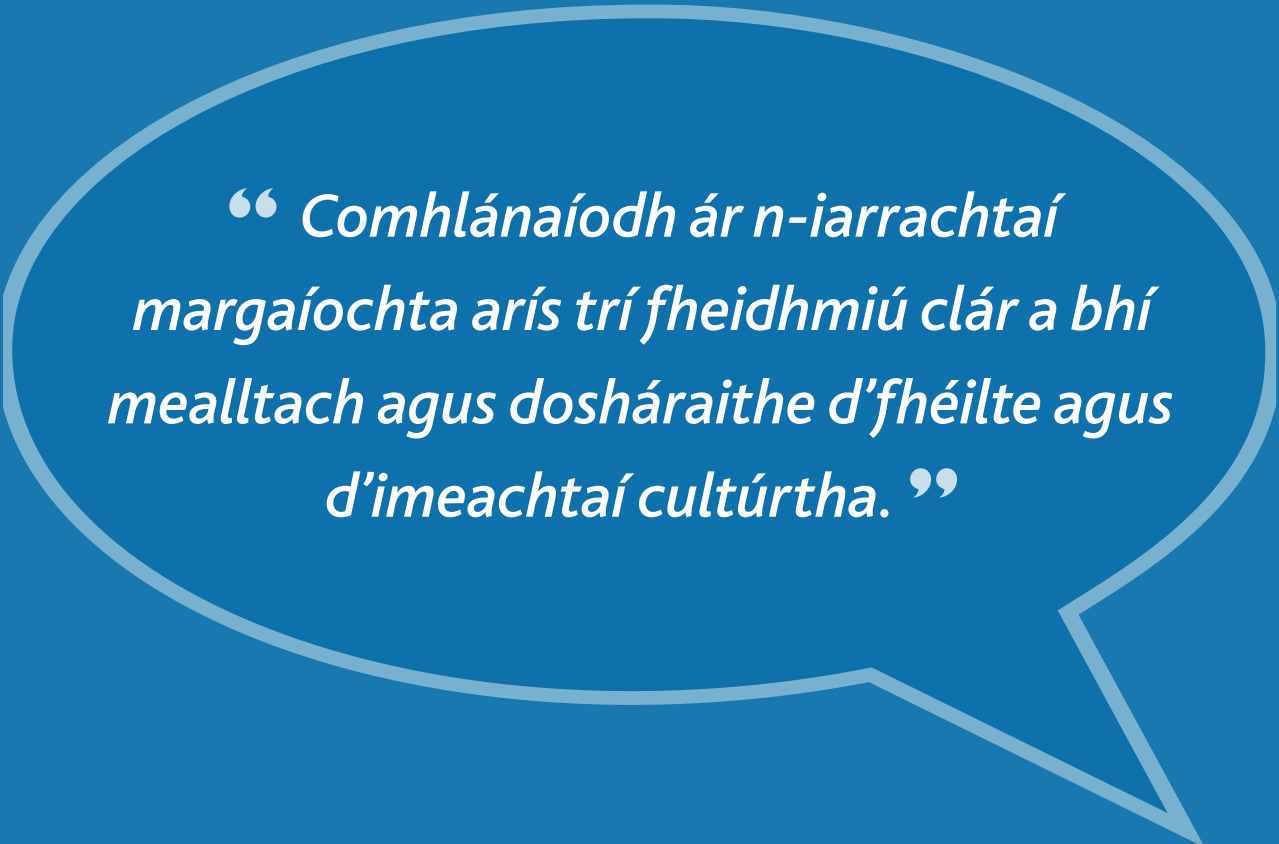
sábháil fuinnimh 239 KWh an ríomhaire sa bhliain leis seo, sin sábháil mheasta 9.8 MWh leictreachais sa bhliain.

- Nuair a bheifear ag déanamh comhdhlúthú nó athchóiriú oifige in 2013, cuirfidh Fáilte Éireann i bhfeidhm cláir fheabhsaithe do bhainistiú cló; is é an polasaí atá againn ná fótachóipire/printéir ilfheidhmeach B&W amháin a sholáthar in áit lárnach agus printéir daite amháin do gach oifig ar phlean oscailte (ag dul de réir an chleachtais is fearr mar atá sonraithe ag creat Seirbhísí Bainistithe Cló na Seirbhíse Náisiúnta Soláthair). Ní féidir a mheas faoi láthair cén sábháil fuinnimh a bheidh dá bharr mar go mbraitheann seo ar an líon gléasanna a bheidh díchurtha sa phróiseas comhdhlúthaithe.
- Faoin athchóiriú atá pleanáilte don chéad urlár inár n-oifig i gCill Airne, beidh an chéad urlár ar fad ar phlean oscailte (ag cruthú éifeachtúlacht fuinnimh trí fáil réidh le hoifigí beaga), tá sé molta freisin go gcuirfí soilse PIR/Braiteoir sna leithris.
- De bharr ardú suntasach ar an méid ola a bhíomar a úsáid i gCill Airne (ó 50.9 MWh in 2011 go 72.2 MWh in 2012; ardú 41.8%) rinneamar meastóireacht ar an gcóras teasa atá ann. Léiríodh gur coire ola éadrom a bhí ag freastal ar na ciorcaid uisce te agus teasa atá ann faoi láthair agus go bhfuil an coire seo ag meath go mór leis an aois agus gur gearr go mbeidh sé as úsáid ar fad. Tá an eilimint dóire sách nua; dóire ola Riello G10 rátáilte ag 54-120kW le húsáid ola 4.5-10kg/u ch. Meastar gur ag 50% atá éifeachtúlacht an choire atá ann i gcomparáid le 80% sna coirí nua. Dá n-aistreoimis go coire comhdhlúthaithe nua a úsáideann breosla gáis/LPG meastar go mbeadh an éifeachtúlacht os cionn 90%. Tá sé i gceist an coire nua a chur isteach i Samhradh 2013.
 - Tá uasghrádú molta do chóras CCTV Sráid Amiens - leis an uasghrádú ba chóir go mbeadh laghdú ar an líon gaireas a bhfuil gá leo (ag áireamh scóip, solúbthacht agus réimse na n-aonad nua)

agus go gcuirfear ceamaraí nua ata níos éifeachtaí ó thaobh fuinnimh in áit na n-aonad atá ann (tá cuid de na haonaid sin beagnach 20 bliain d'aois)

- Athbhreithniú a dhéanamh ar na daingneáin soilse atá ann faoi láthair agus aonaid nua ardfhuinnimh a chur sna háiteanna ar féidir sin a dhéanamh; e.g. i Sráid Amiens tá 6 x 150W solas halagin uasdhirithe i seomra cruinnithe - tá sé i gceist againn lampaí CFL a chur ina n-áit seo in 2013 - ní úsáideann lampaí CFL ach 15% den fhuinneamh a úsáideann na lampaí halagin 150W.

- Cuirfear isteach aonaid soilse PIR/Braiteoir aon áit is féidir i bhfoirgneamh Shráid Amiens, i.e. leithris, stáisiúin caifé etc.; ní féidir a mheas cén sábháil fuinnimh a bheidh ann mar go mbraitheadh am soilsiú ar líon na ndaoine agus ar sholas an lae (tá na braiteoirí atá molta bunaithe ar ghluaiseacht agus leibhéal solais; i.e. má bhíonn dóthain solais lae san áit ní chasfaidh an daingneán solais air).



*“ Comhlánaíodh ár n-iarrachtaí
margaíochta arís trí fheidhmiú clár a bhí
mealltach agus dosháraithe d’fhéilte agus
d’imeachtaí cultúrtha. ”*

Ráitis Airgeadais Chomhdhlúite

Don Bhliain dar críoch an 31 Nollaig 2012



Fáilte Ireland

National Tourism Development Authority



Ráiteas ar Freagrachtaí an Údaráis

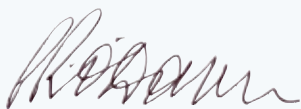
Éilíonn Alt 27 den Acht um Údarás Náisiúnta Forbartha Turasóireachta 2003 ar an Údarás ráitis airgeadais a ullmhú ar bhealach a cheadóidh an tAire le toiliú an Aire Caiteachais Phoiblí agus Athchóirithe.

Agus na ráitis airgeadais sin á n-ullmhú, éilítear ar an Údarás:

- beartais chuntasaíochta oiriúnacha a roghnú agus iad a fheidhmiú ar bhonn seasmhach;
- breithiúnais agus meastacháin a dhéanamh a bhíonn réasúnach agus ciallmhar;
- ráitis airgeadais a ullmhú ar bhonn gnóthais leantaigh mura mbíonn sé mí-oiriúnach
- aon imeachtaí ábhartha ó chaighdeáin chuntasaíochta infheidhmithe a nochtadh agus amhíniú.

Tá an tÚdarás freagrach as leabhair chuntais chuí a choinneáil a léiríonn le cruinneas réasúnach ag aon tráth staid airgeadais an Údaráis agus a chuireann ar a chumas a chinntiú go gcomhlíonann na Ráitis Airgeadais Alt 27 den Acht.

Tá an tÚdarás freagrach chomh maith as sócmhainní Fáilte Ireland a chosaint agus as céimeanna réasúnacha a ghlacadh le cosc a chur ar chalaóis agus ar neamhrialtachtaí agus iad a aimsiú.



Redmond O'Donoghue - Cathaoirleach



Mary Coveney - Comhalta Údaráis

Tuarascáil an Ard-Reachtair Cuntas agus Ciste le cur i láthair Thithe an Oireachtais

Rinne mé iniúchadh ar ráitis airgeadais an Údaráis Náisiúnta Forbartha Turasóireachta don bhliain dár críoch 31 Nollaig 2011 faoin Acht um Údarás Náisiúnta Forbartha Turasóireachta 2003. Tá na ráitis airgeadais, a hullmhaíodh faoi na beartais chuntasaíochta arna leagan amach sna ráitis, comhdhéanta de na Beartais Chuntasaíochta, Cuntas Ioncaim agus Caiteachais an Ghrúpa, Ráiteas Gnóthachain agus Caillteanais Aitheanta Iomlán an Ghrúpa, Clár Comhardaithe an Ghrúpa, Clár Comhardaithe an Údaráis, Ráiteas faoi Shreabhadh Airgid an Ghrúpa agus na nótaí gaolmhara. Ullmhaíodh na ráitis airgeadais ar an mbealach a fhorordaítear faoi Alt 27 den Acht agus de réir prionsabail chuntasaíochta a nglactar leo go ginearálta in Éirinn.

Tá an tÚdarás freagrach as na ráitis airgeadais a ullmhú, as a chinntiú go dtugann siad léargas fíor agus cothrom ar staid ghnóthaí an Údaráis ar a ioncam agus caiteachas agus as rialtacht na n-idirbheart a chinntiú.

Is é an fhreagracht atá orm iniúchadh a dhéanamh ar na ráitis airgeadais agus tuairisc a thabhairt orthu de réir dlí infheidhme.

Déanaim m'iniúchadh trí thagairt a dhéanamh do bh-reithnuithe speisialta a ghabhann le comhlachtaí Stáit maidir lena mbainistíochta agus lena n-oibríocht.

Déanaim m'iniúchadh de réir na gCaighdeán Idirnáisiúnta maidir le hIniúchadh (An Ríocht Aontaithe agus Éire) agus ag cloí le Caighdeán Eiticíúla d'Iniúcháirí de chuid an Bh-oird Chleachtais Iniúchta ag an am céanna.

I rith iniúchta, ní mór fianaise a fháil faoi na suimeanna agus na nochtai sna ráitis airgeadais, fianaise leordhóthanach a thabharfadh deimhniú réasúnta go bhfuil na ráitis airgeadais saor ó mhírítis ábhartha, cibé ar calaois nó earráid is cúis leo. Áirítear air sin measúnú ar na nithe seo a leanas:

- cibé an bhfuil na beartais chuntasaíochta oiriúnach d'imthosca an Údaráis agus ar cuireadh i bhfeidhm go comhleanúnach iad agus ar nochtadh ar shlí leordhóthanach iad.

- réasúnacht na mórmheastachán cuntasaíochta a rinneadh agus na ráitis airgeadais á n-ullmhú, agus

- cur i láthair foriomlán na ráiteas airgeadais.

Chomh maith leis sin, léigh mé an t-eolas airgeadais agus neamhairgeadais ar fad sa tuarascáil bhliantúil chun neamhréireachtaí ábhair maidir leis na ráitis airgeadais a bhfuil iniúchadh déanta orthu a aithint. Má thugaim aon mhíríteas nó neamhréireachtaí ábhair dhealraitheacha faoi deara, breithním na tionchair a bheidh acu sin ar mo thuarascáil.

Chomh maith leis sin, léigh mé tuarascáil bhliantúil an Údaráis chun aon neamhréireachtaí ábhartha leis na ráitis airgeadais iniúchta a aithint.

Is é mo thuairim go bhfuil leabhair chuntais chúig á gcoimeád ag an Údarás. Tá na ráitis airgeadais ag teacht leis na leabhair chuntais.

Tuairiscím trí eisceacht

- mura bhfuil an fhaisnéis agus na mínithe ar fad a bhí riachtanach don iniúchadh faighte agam, nó

- le linn m'iniúchadh má tháinig aon chás ábhartha nár feidhmíodh suimeanna airgid chun na gcríoch a bhí beartaithe chun cinn nó sa chás nach leanann na hidirbhearta do na húdaráis a rialaíonn iad.

- mura bhfuil an fhaisnéis a thugtar i dTuarascáil Bhliantúil an Údaráis ag teacht leis na Ráitis Airgeadais, nó

- mura léiríonn an Ráiteas maidir le Rialú Inmheánach Airgeadais gur chomhlíon an tÚdarás an Cód Cleachtais do Rialachas Comhlachtaí Stáit, nó

- má fhaighim amach go bhfuil fadhbanna ábhartha eile a bhaineann leis an mbealach a rinneadh gnó poiblí.

Níl aon ní le tuairisciú agam maidir leis na cúrsaí sin a dhéantar a thuairisciú trí eisceacht.

Seamus McCarthy

An tArd-Reachtair Cuntas agus Ciste

30 Meitheamh, 2013

Ráiteas Rialaithe Airgeadais Inmheánaigh

Thar ceann an Údaráis aithním ár bhfreagracht a chinntiú go gcoimeádtar agus go bhfeidhmítear córas rialaithe airgeadais inmheánaigh éifeachtach. Ní féidir leis an gcóras ach dearbhú réasúnach, agus ní dearbhú iomlán a sholáthar go gcosnaítear sócmhainní, go n-údaráítear idirbhearta agus go dtaifeadtar i gceart iad, agus go seachnaítear earráidí ábhartha nó neamhrialtachtaí nó go n-aimsítear iad laistigh de thréimhse tráthúil.

Tá céimeanna glactha ag an Údarás lena chinntiú go mbeidh timpeallacht rialaithe chuí i bhfeidhm trí:

- fhreagrachtaí bainistíochta a shainmhíniú go soiléir
- nósanna imeachta foirmiúla a bhunú le teipeanna rialaithe suntasacha a thuirisciú agus lena chinntiú go nglacfar gníomh ceartaitheach iomchuí.

Glacadh le próiseas foirmiúil chun riosca gnó a aithint, a mheas, a mhaolú agus a bhainistiú agus áirítear leis:

- rioscaí agus cineál rioscaí a aithint
- dóchúlacht tarlaithe
- na himpleachtaí airgeadais nó eile
- na fachtóirí maolaithe
- pleananna chun na rioscaí aitheanta a bhainistiú
- monatóireacht agus tuairisciú ar an bpróiseas

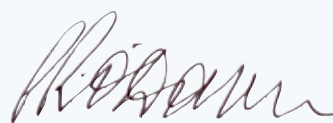
Tá an córas rialaithe airgeadais inmheánaigh bunaithe ar chreat oibre eolais bainistíochta rialta, ar nósanna imeachta riaracháin lena n-áirítear dualgais a roinnt, agus ar chóras toscaireachta agus cuntasaíochta. Áirítear leis go háirithe:

- Pleananna straitéiseacha agus buiséid bhliantúla ceadaithe ag an Údarás.
- Tuarascálacha buiséid ardleibhéil a dhéanann athbhreithniú ar fheidhmíocht in aghaidh buiséid a ndéanann an tÚdarás athbhreithniú orthu ag gach cruinniú

- Coiste Beartais Airgeadais, ar a bhfuil an Príomhfheidhmeannach agus Stiúrthóirí chomh maith leis an gCeannasaí Airgeadais a thagann le chéile uair sa mí chun scrúdú a dhéanamh ar fheidhmíocht de réir bhuiséad na heagraíochta agus chun ceisteanna airgeadais a bhfuil tionchar acu ar an eagraíocht a phlé.
- Feidhm Iniúchta Inmheánaigh a dhéanann monatóireacht ar chomhlíonadh polasaithe agus nósanna imeachta agus éifeachtúlacht rialaithe inmheánacha laistigh den eagraíocht Déanann an tIniúcháir Inmheánach tuairisciú chuig Cathaoirleach an Choiste Iniúchta agus Polasaí Riosca.
- Feidhm Bainistiú Riosca feidhmíthe a dhéanann monatóireacht ar dhul chun cinn na heagraíochta maidir le riosca aitheanta sa Chlár Riosca agus a thuiriscíonn chuig an bhfeidhmeannas
- Coiste Iniúchta agus Polasaí Riosca ar a bhfuil triúr stiúrthóirí neamh-fheidhmiúcháin agus a thagann le chéile thart ar cheithre huair sa bhliain chun athbhreithniú a dhéanamh ar thuarascálacha an Iniúcháir Inmheánaigh agus ar an gClár Riosca, agus a thuiriscíonn chuig an Údarás.

Tá monatóireacht agus athbhreithniú an Údaráis ar éifeachtúlacht an chórais inmheánaigh rialaithe airgeadais á threorú ag an tIniúcháir Inmheánach, an Coiste Iniúcháireachta a mhaoirsionn an tIniúcháir Inmheánach, agus na bainisteoirí feidhmiúcháin laistigh d'Fháilte Éireann a bhfuil freagracht orthu maidir le forbairt agus cothabháil an chreata rialaithe airgeadais.

Deimhním, maidir leis an bhliain dar críoch 31 Nollaig 2012, go ndearna an tÚdarás athbhreithniú ar éifeachtúlacht an chórais rialaithe airgeadais inmheánaigh.



Redmond O'Donoghue - Chathaoirleach

Beartais Chuntasaíochta

Is iad na beartais chuntasaíochta shuntasacha a bhfuil glactha leo sna ráitis airgeadais seo ná:

COINBHINSIÚN CUNTASAÍOCHTA

Tá na ráitis airgeadais ullmhaithe ar bhonn fabhraithe faoin gcoinbhinsiún costais stairiúil seachas Deontais Oireachtais - agus de réir phrionsabail chuntasaíochta a nglactar go ginearálta leo. Glactar le Gairdeáin Tuairiscithe Airgeadais atá molta ag na comhlachtaí cuntasaíochta aitheanta de réir mar is infheidhme dóibh.

Cuimsíonn na ráitis airgeadais chomhdhlúite ráitis airgeadais an Údaráis Náisiúnta Forbartha Turasóireachta agus a fhochuideachtaí Fáilte Átha Cliath Teoranta agus An Tóstal 2013 Teoranta. Níl ráiteas Chumann Gailf Chill Airne Teoranta san áireamh sna ráitis chomhdhlúite mar go bhfuil sé i gceist ag Cumann Gailf Chill Airne Teoranta feidhmiú an Chumainn a aistriú anonn chuig baill an Chumainn le linn 2013.

DEONTAIS OIREACHTAIS

Is léiriú iad na deontais sa Chuntas loncaim agus Caiteachais ar na suimeanna a fuarthas i leith na tréimhse sin. Téann an maoiniú ar fad a dhéanann an tOireachtas ar Thurasóireacht Éireann Teoranta tríd Fáilte Éireann

DEONTAIS INÍOCHTA

Aithnítear caiteachas deontais sa tréimhse ina ndéanann an faighteoir an ghníomhaíocht deontais a chruthaíonn teidlíocht don tacaíocht deontais agus a chomhlíonann coinníollacha sonraithe an deontais

AIRGEADRA COIGRÍCHE

Déantar idirbhearta a ainmnítear in airgeadra coigríche a iompú ina euro ag ráta caighdeánach comhaontaithe don bhliain. Déantar gnóthachain agus cailteanas malartaithe réadaithe ar idirbhearta a socraíodh i rith na bliana a chur san áireamh sa Chuntas loncaim agus Caiteachais don bhliain.

Déantar sócmhainní agus dliteanas airgid a bhíonn ainmnithe in airgeadra coigríche a iompú ina euro ag rátaí malartaithe a bhíonn i bhfeidhm ag dáta an chláir chomhardaithe agus áirítear gnóthachain

agus cailteanas a eascraíonn mar gheall air i gCuntas loncaim agus Caiteachas na bliana.

SÓCMHAINNÍ SEASTA INLÁIMHSITHE AGUS DÍMHEAS

Luaitear sócmhainní seasta inlámhsithe ag cost lúide dímhias carntha. Ríomhtar dímhias, gearrtha ar an gCuntas loncaim agus Caiteachais, chun cost sócmhainní seasta thar a saol úsáideach measta a dhíscríobh ag na rátaí bliantúla atá leagtha amach thíos:

Talamh	0%	
Trealamh Ríomhaireachta	33⅓%	Líne dhíreach
Troscán agus Feistis	20%	Líne dhíreach
Trealamh Oiliúna	20%	Líne dhíreach
Áitreabh	2%	Líne Dhíreach a laghdú/An saoiré atá fanta ag an léas má tá níos

SÓCMHAINNÍ INFHEISTÍOCHTA

Bíonn sócmhainní infheistíochta comhdhéanta de thalamh agus d'fhoirgnimh le luach taitneamhach amháin agus luaitear ag cost stairiúil iad.

SÓCMHAINNÍ AIRGEADAIS

Áirítear gach sócmhainn airgeadais ag luach ainmniúil.

LÉASANNA OIBRÍOCHTA

Déileáiltear le híocaíochtaí cíosa faoi léasanna oibríochta sa Chuntas loncaim agus Caiteachais mar a thabhaítear iad

CUNTAS CAIPITIL

Is ionann an Cuntas Caipitil agus an luach ioncaim neamhamúchta a úsáidtear chun críocha caipitil. Déantar aistrithe idir cúlchistí ioncaim agus cúlchistí caipitil go bliantúil le léiriú gurb ionann maoiniú caipitil na heagraíochta, lena n-áirítear léasanna airgeadais, agus an glan-luach leabhair den sócmhainn seasta inlámhsithe.

Beartais Chuntasaíochta

FÉICHIÚNAITHE

Déantar drochfhiacha atá ar eolas a dhíscríobh sa tréimhse ina dtagann said chun cinn.

STOIC

Luaitear stoic ag a gcostas nó a nglanluach réadaithe, cibé is lú.

COSTAIS PHINSIN

Scéimeanna Sochair Sainmhínithe

Oibríonn Fáilte Ireland scéimeanna pinsin sochair sainmhínithe a mhaoinítear go bliantúil ar bhonn íoc mar-a-thuilltear ó airgead a sholáthraíonn an Roinn Iompair, Turasóireachta agus Spóirt agus ó ranníoca a asbhaintear as tuarastail foirne.

Léiríonn costais phinsin sochair phinsin a thuilleann fostaithe sa tréimhse. Tá na costais a thaispeántar glan ó ranníocaíochtaí pinsin na foirne a choinníonn an tÚdarás. Aithnítear suim a chomhfhreagraíonn don mhúirear pinsin mar ioncam sa mhéid go bhfuil sé inaisghabhála agus déantar é a fhritháireamh in aghaidh deontais a fhaightear sa bhliain chun íocaíochtaí pinsin a íoc chuig pinsinéirí sna scéimeanna neamh-mhaoinithe agus ranníocaíochtaí do na scéimeanna maoinithe.

Léirítear gnóthachain nó cailteanais achtúireacha a eascraíonn as dlíteanais scéime agus infheidhme, sócmhainní scéime, sa Ráiteas Gnóthachain agus Caillteanais Aitheanta Iomlána agus aithnítear coigeartú comhfhreagrach sa mhéid in-aisghabhála ón Roinn Iompair, Turasóireachta agus Spóirt.

Is ionann dlíteanais phinsin agus luach reatha íocaíochtaí pinsin sa todhchaí a thuilleann an fhoireann go dáta. Léiríonn maoiniú pinsin iarchurtha an tsócmhainn chomhfhreagrach a bheidh le haisghabháil i dtréimhsí sa todhchaí ón Roinn Iompair, Turasóireachta agus Spóirt.

Scéimeanna Ranníoca Sainmhínithe

Tá scéimeanna pinsin de ranníocaíocht shainithe ar fáil do bhaill foirne nach bhfuil i dteideal na scéimeanna sochair shainithe.

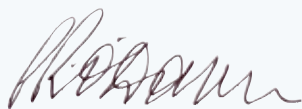
Déileáiltear le híocaíochtaí a dhéantar faoin scéim sa Chuntas Ioncam agus Caiteachais na bliana lena mbaineann siad.

Cuntas Ioncaim agus Caiteachais an Ghrúpa

don bhliain dar chríoch 31 Nollaig 2012

	Nótaí	2012 €'000	2011 €'000
IONCAM:			
Deontais Oireachtais	1	141,341	141,501
Ioncam Eile	2	6,820	12,383
Glan-Mhaoiniú larchurtha do phinsin sa bhliain	23	3,796	4,380
		151,957	158,264
AISTRÍÚ (CHUIG)/Ó C(H)ÚLCISTÍ CAIPITIAL	16	(643)	2,445
		151,314	160,709
CAITEACHAS:			
Speansais Oibríochta Ginearálta:			
Forbairt Margaidh	3	26,490	32,658
The Gathering Project 2013 Ltd.	6	6,836	-
Forbairt Fiontair	4	4,649	5,360
Forbairt Straitéiseach	5	27,824	25,429
Forbairt Réigiúnach	7	8,029	8,851
Pá	8	21,761	23,048
Íocaíochtaí Deontais Tourism Ireland Limited	1	45,831	51,948
Costais Phinsin	23	11,658	11,576
		153,078	158,870
Barrachas/(Easnamh)réamhchánach		(1,764)	1,839
Cánachas		-	39
Barrachas/(Easnamh)iarchánach		(1,764)	1,800

Is cuid lárnach de na ráitis airgeadais seo iad na Polasaithe Cuntasaíochta agus na nótaí 1 go dtí 26.



Redmond O'Donoghue - Cathaoirleach



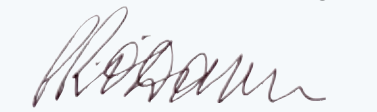
Mary Coveney - Comhalta Údaráis

Cuntas Ioncaim agus Caiteachais an Ghrúpa

don bhliain dar chríoch 31 Nollaig 2012

	Nótaí	2012 €'000	2011 €'000
CAILLTEANAS ACHTÚIREACHA AR SCÉIMEANNA PINSIN			
Gnóthachain ó thaithí ar dhliteanas scéime pinsin			
Údarás Náisiúnta Forbartha Turasóireachta Neamhchistithe Scéim Aoisliúntais	23 (A)	731	3,402
Plean Neamhchistithe Pinsin Ranníocaíoch & Sochar Báis (CERT mar a bhí) (Dúnta)	23 (B)	292	354
Scéim Pinsin Neamhchistithe na nEagraíochtaí Turasóireachta Réigiúnacha (Dúnta)	23 (C)	609	1,430
		1,632	5,186
Cailteanas de bharr athruithe i dtoimhdeana			
Údarás Náisiúnta Forbartha Turasóireachta Neamhchistithe Scéim Aoisliúntais	23 (A)	(31,419)	(3,637)
Plean Neamhchistithe Pinsin Ranníocaíoch & Sochar Báis (CERT mar a bhí) (Dúnta)	23 (B)	(7,826)	(994)
Scéim Pinsin Neamhchistithe na nEagraíochtaí Turasóireachta Réigiúnacha (Dúnta)	23 (C)	(13,285)	(1,559)
		(52,530)	(6,190)
ACHTÚIREACH (CAILLTEANAS)		(50,898)	(1,004)
COIGEARTÚ AR MHAOINIÚ PINSIN IARCHURTHA	23	50,898	1,004
(Easnamh)/Barrachas don Bhliain		(1,764)	1,800
Iomlán Aitheanta (Cailteanas)/Gnóthachan don Bhliain		(1,764)	1,800

Is cuid lárnach de na ráitis airgeadais seo iad na Polasaithe Cuntasaíochta agus na nótaí 1 go dtí 26.



Redmond O'Donoghue - Cathaoirleach



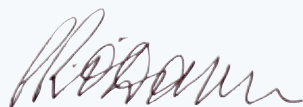
Mary Coveney - Comhalta Údaráis

Clár Comhardaithe an Ghrúpa

don bhliain dar chríoch 31 Nollaig 2012

	Nótaí	2012 €'000	2011 €'000
SÓCMHAINNÍ SEASTA			
Sócmhainní Inláimhsithe	10	27,791	27,148
Sócmhainní Airgeadais	12	46	46
Maoin Infheistíochta	11	276	276
		28,113	27,470
SÓCMHAINNÍ REATHA			
Stoic		49	267
Féichiúnaithe	13	717	1,030
Iarmhéideanna Airgid agus Bainc	14	32,022	29,816
		32,788	31,113
CREIDIÚNAITHE: Méideanna Dlíte Laistigh de Bhliain Amháin	15	29,018	25,579
GLAN-SÓCMHAINNÍ REATHA		3,770	5,534
SÓCMHAINNÍ IOMLÁNA LÚIDE DLITEANAIS REATHA		31,883	33,004
SÓCMHAINNÍ IOMLÁNA LÚIDE DLITEANAIS REATHA ROIMH PHINSIN		31,883	33,004
Maoiniú Pinsin Iarchurtha	23	231,888	177,194
Dlíteanais Phinsin	24	(231,888)	(177,194)
SÓCMHAINNÍ IOMLÁNA LÚIDE DLITEANAIS REATHA TAR ÉIS PINSEAN		31,883	33,004
CAIPITEAL AGUS CÚLCHISTÍ			
Barrachas/Carntha	17	3,770	5,534
Cuntas Caipitil	16	28,113	27,470
		31,883	33,004

Is cuid lárnach de na ráitis airgeadais seo iad na Polasaithe Cuntasaíochta agus na nótaí 1 go dtí 26.



Redmond O'Donoghue - Cathaoirleach



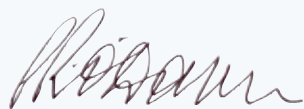
Mary Coveney - Comhalta Údaráis

Clár Comhardaithe an Udaráis

don bhliain dar chríoch 31 Nollaig 2012

	Nótaí	2012 €'000	2011 €'000
SÓCMHAINNÍ SEASTA			
Sócmhainní Inláimhsithe	10	27,556	20,788
Sócmhainní Airgeadais	12	46	46
Maoin Infheistíochta	11	276	276
		27,878	21,110
SÓCMHAINNÍ REATHA			
Stoic		49	56
Féichiúnaithe	13	972	687
Iarmhéideanna Airgid agus Bainc	14	32,022	28,813
		33,043	29,556
CREIDIÚNAITHE: Méideanna Dlíte Laistigh de Bhliain Amháin	15	29,018	24,966
NET SÓCMHAINNÍ REATHA		4,025	4,590
SÓCMHAINNÍ IOMLÁNA LÚIDE DLITEANAIS REATHA		31,903	25,700
SÓCMHAINNÍ IOMLÁNA LÚIDE DLITEANAIS REATHA ROIMH PHINSIN		31,903	25,700
Maoiniú Pinsin Iarchurtha	23	231,888	177,194
Dlíteanais Phinsin	24	(231,888)	(177,194)
SÓCMHAINNÍ IOMLÁNA LÚIDE DLITEANAIS REATHA TAR ÉIS PINSEAN		31,903	25,700
CAIPITEAL AGUS CÚLCHISTÍ			
Barrachas Carntha	17	4,025	4,590
Cuntas Caipitil	16	27,878	21,110
		31,903	25,700

Is cuid lárnach de na ráitis airgeadais seo iad na Polasaithe Cuntasaíochta agus na nótaí 1 go dtí 26.



Redmond O'Donoghue - Cathaoirleach



Mary Coveney - Comhalta Údaráis

Ráiteas Faoi Shreabhadh Airgid an Ghrúpa

don bhliain dar chríoch 31 Nollaig 2012

RÉITEACH FARASBARR IONCAM AR CHAITEACHAS CHUIG GLAN-INSREABHADH AIRGID Ó GHNÍOMHAÍOCHTAÍ OIBRÍOCHTA

	Nótaí	2012 €'000	2011 €'000
Farasbarr Ioncaim ar Chaiteachas tar éis chánachas		(1,764)	1,800
Dímheas Sócmhainní Seasta Inláimhsithe		1,190	1,340
Aistriú chuig Cuntas Caipitil	16	643	(2,445)
Easnamh ar dhiúscairt sócmhainní seasta inláimhsithe		1,140	1,498
Laghdú/(Ardú) i bhFéichiúnaithe	13	313	516
(Laghdú)/Ardú i gCreidiúnaithe	15	3,439	(2,480)
Laghdú i Stoic		218	150
Ús Íochta		(165)	(131)
Glan-insreabhadh/(eis-sreabhadh) airgid ó ghníomhaíochtaí oibríochta		5,014	248

RÁITEAS FAOI SHREABHADH AIRGID

GLAN-INSREABHADH AIRGID Ó GHNÍOMHAÍOCHTAÍ OIBRÍOCHTA

5,014 248

AISCHUIR AR INFHEISTÍOCHT AGUS SEIRBHÍSIÚ AIRGEADAIS

Ús ar acmhainní leachtaithe

165 131

CAITEACHAS CAIPITIL AGUS INFHEISTÍOCHT AIRGEADAIS

Íocaíochtaí chun sócmhainní seasta inláimhsithe a shealbhú

(2,720) (342)

Admhálacha ó dhíolacháin sócmhainní seasta inláimhsithe

(253) (51)

BAINISTIÚ ACMHAINNÍ LECHTAITHE

(3,080) 1,414

GLAN INSREABHADH/(EISREABHADH) AIRGID SA TRÉIMHSE

(874) 1,400

RÉITEACH AR GHLAN-INSREABHADH/(EIS-SREABHADH) AIRGID CHUIG

GLUAISEACHT IN IARMHÉID AIRGID TIRIM AGUS BAINC

Amhail an 1 Eanáir

29,816 29,830

Glan-insreabhadh / (eis-sreabhadh) sa tréimhse

(874) 1,400

Glan-Insreabhadh/(eis-sreabhadh) airgid ó ghníomhaíochtaí in Acmhainní


Leachtacha sa tréimhse

3,080 (1,414)

Ag 31 Nollaig

14 32,022 29,816

Is cuid lárnach de na ráitis airgeadais seo iad na Polasaithe Cuntasaíochta agus na nótaí 1 go dtí 26.



Redmond O'Donoghue - Cathaoirleach



Mary Coveney - Comhalta Údaráis

Nótaí leis na Ráitis Airgeadais

don bhliain dar chríoch 31 Nollaig 2012

1. OIREACHTAS GRANTS RECEIVED FOR THE PERIOD

	2012			2011		
	Fáilte Ireland €'000	Tourism Ireland €'000	2012 Iomlán €'000	Fáilte Ireland €'000	Tourism Ireland €'000	2011 Iomlán €'000
Speansais Oibríochta Ginearálta	64,491	-	64,491	62,622	-	62,622
Forbairt Chaipitil	800	-	800	1,000	-	1,000
Ciste Margaíochta Turasóireachta	10,019	29,335	39,354	11,141	34,942	46,083
Speansais Oibríochta Ginearálta	-	16,496	16,496	-	17,006	17,006
Scéim Forbartha Táirge	20,200	-	20,200	14,790	-	14,790
	95,510	45,831	141,341	89,553	51,948	141,501

Leithdháileann an Roinn Ealaíon, Spóirt agus Turasóireachta an Ciste Margaíochta Turasóireachta vótáilte go bliantúil idir Fáilte Ireland agus Tourism Ireland Limited.

2. IONCAM EILE

	2012 €'000	2011 €'000
Forbairt Margaidh	3,609	8,321
Forbairt Fiontair	476	983
Forbairt Straitéiseach	1,444	1,694
Forbairt Réigiúnach	1,291	1,385
	6,820	12,383

3. CAITEACHAS FORBARTHA MARGAÍOCHTA

	2012 €'000	2011 €'000
Forbairt Margaidht	7,108	9,497
Gnó Turasóireacht	3,524	3,519
Féilte agus Imeachtaí	7,449	6,940
Margaíocht Galf	1,442	5,123
Cuairteoirí agus Trádáil Rannpháirtíocht	6,398	6,740
E-Ghnó	569	839
	26,490	32,658

4. CAITEACHAS FORBARTHA FIONTAIR

	2012 €'000	2011 €'000
Tacaíochta Gnó	2,978	3,017
Bainistíochta Chuntas Príomh	1,671	2,343
	4,649	5,360

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5. CAITEACHAS FORBARTHA STRAITÉISÍ

	2012	2011
	€'000	€'000
Oideachas Turasóireachta	3,783	4,044
Fáilteachas & Caighdeáin	830	1,210
Taighde	1,423	1,312
Forbairt Ceann Scribe	2,477	3,166
Forbairt Chaipitiúil	19,311	15,697
	27,824	25,429

6. TIONSCADAL AN TÓSTAIL 2013 TEORANTA

Is ó Fhóram Eacnamaíoch an Domhain in 2009 a tháinig an coincheap do Thionscadal an Tóstail chun líon na dturasóirí a ardú tríd an diaspóra Éireannach a mhúscailt agus sochair eacnamaíocha a thabhairt go hÉirinn. Is iad na príomhchuspóirí atá aige ná an líon turasóirí a ardú, na táscairí maidir cuairt a thabhairt ar Éirinn a fheabhsú agus chun cáilíocht bhranda na hÉireann a athbheochan ar an stáitse idirnáisiúnta. Cuirtear ráitis airgeadais dá chuid féin ar fáil do Thionscadal an Tóstail. Ba é an Caiteachas lomlán in 2012 ná €6.8 milliún. Tá briseadh síos ar an gcaiteachas tugtha thíos. Sholáthair Fáilte Éireann agus Turasóireacht Éireann acmhainní daonna do Thionscadal an Tóstail as a gcuid acmhainní féin.

	2012	2011
	€'000	€'000
Fógraíocht	1,913	-
Meáin Comhpháirtíochta	945	-
Dearadh Gréasáin	532	-
Táirgeadh & Forbairt	508	-
Tacaíocht Ar-Líne	472	-
Imeachtaí	396	-
Comhairleoireacht	337	-
Margaíocht Dhigiteach	336	-
Imeachtaí Sonracha	330	-
Speisialtóirí Gníomhachtaithe Pobail	296	-
Margaíocht Dhíreach tríd an bPost	228	-
Oifig an Chláir	219	-
Ábhar Fógraíochta	174	-
Speisialtóir	53	-
Costais Halla an Bhaile	36	-
Taisteal	33	-
Gníomhachtú Caidrimh Phoiblí	28	-
	6,836	-

Nótaí leis na Ráitis Airgeadais

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7. FORBAIRT OIBRÍOCHTAÍ

	2012	2011
	€'000	€'000
Táille Iniúchta	49	61
Seirbhísí Áitíochta & Oifige	3,170	2,972
Costais Údaráis	209	258
Costais Riaracháin Eile	2,778	3,334
Muirear Dímheasa & Diúscartha	1,823	2,226
	8,029	8,851

8. PÁ

	2012	2011
	€'000	€'000
Forbairt Margaidh	8,829	9,521
Forbairt Fiontair	5,637	5,527
Forbairt Straitéiseach	2,938	3,397
Forbairt Oibríochtaí	4,357	4,603
	21,761	23,048

Tá €1,208,440 de Thobhach Pinsin asbhainte sa tréimhse agus íoctha anonn chuig an Roinn Ealaíon, Spóirt agus Turasóireachta.

Bhí pacáiste luach saothair an Phríomhfheidhmeannaigh in 2012 comhdhéanta de:

Tuarastal Bunaidh €168,379 (2011: €168,379)

Is ball é an Príomhfheidhmeannach den phlean neamhchistithe pinsin ranníocaíoch & sochar báis (CERT mar a bhí), tá cur síos ar na téarmaí a bhaineann leis i Nóta 23. Tá an Príomhfheidhmeannach i dteideal dul ar scor ag aois 55 gan laghdú achtúireach.

Ba é an meán líon foirne don bhliain ná 369 coibhéiseach lánaimseartha (2011:391 coibhéiseach lánaimseartha).

Feidhmíonn Fáilte Éireann scéim luaíochta d'fhostaithe a bhfuil tréimhse fhada fostaíochta curtha isteach acu leis an eagraíocht. In 2012, bhí 17 a bhain leas as an scéim seo. Ba é costas iomlán na scéime seo in 2012 ná €10,560.

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9. TÁILLÍ AGUS SPEANSAIS CHOMHALTAÍ AN ÚDARÁIS

An tAire Iompair, Turasóireachta agus Spóirt a shocraíonn táillí Chomhaltaí an Údaráis.

Bíonn speansais a éilíonn Comhaltaí an Údaráis ag teacht le rátaí na Státseirbhíse

	2012 €'000	2011 €'000
Táillí Chomhaltaí an Údaráis	165	153
Speansais Chomhaltaí an Údaráis	44	30
Iomlán	209	183
Táillí an Chomhalta a fuair an íocaíocht ab airde	21	21

Ba 13 an líon comhaltaí Údaráis an 31 Nollaig 2012 (2011: 13).

Táillí Chomhaltaí an Údaráis sa tréimhse:

	2012 €'000	2011 €'000
Brian Hughes	12	12
Catherine Reilly	12	11
Eithne Scott-Lennon	12	11
Oliver Daniels	12	12
Redmond O'Donoghue (Chair)	21	21
Kevin Dundon	12	12
Marguerite Howley	12	12
Mary Coveney	12	12
Susan Bergin	12	13
Noel Kavanagh	12	5
Gina Murphy	12	5
Ciaran O'Gaora	12	5
Frankie Sheahan	12	5
Conor Hennigan	-	5
Dominic Dillane	-	4
John McDonnell	-	4
Richard Bourke	-	4
Iomlán	165	153
Taisteal agus Cothabháil	44	30

Nótaí leis na Ráitis Airgeadais

don bhliain dar chríoch 31 Nollaig 2012

10. SÓCMHAINNÍ SEASTA INLÁIMHSITHE - GRÚPA

	Land and Premises €'000	Furniture and Fittings €'000	Equipment €'000	Computer Equipment €'000	Total €'000
Costas					
Amhail an 1 Eanáir 2012	42,332	2,060	1,704	2,420	48,516
Breiseanna ag costas	2,379	241	47	53	2,720
Diúscairtí ag costas	(1,626)	(420)	(535)	(910)	(3,491)
Athrangú	-	(346)	143	203	-
Amhail 31 Nollaig 2012	43,085	1,535	1,359	1,766	47,745
Dímheas					
Amhail an 1 Eanáir 2012	15,769	1,763	1,566	2,269	21,367
Gearrtha i rith na bliana	821	156	56	157	1,190
Breiseanna	-	-	-	-	-
Diúscairtí	(688)	(491)	(521)	(903)	(2,603)
Athrangú	-	(272)	66	206	-
Amhail 31 Nollaig 2012	15,902	1,156	1,167	1,729	19,954
Glan-Luach Leabhar					
Amhail 31 Nollaig 2012	27,183	379	192	37	27,791
Amhail 31 Nollaig 2011	26,562	297	138	151	27,148

SÓCMHAINNÍ SEASTA INLÁIMHSITHE - ÚDARÁS

	Land and Premises €'000	Furniture and Fittings €'000	Equipment €'000	Computer Equipment €'000	Total €'000
Costas					
Amhail an 1 Eanáir 2012	32,121	1,134	1,704	2,422	37,381
Breiseanna ag costas	11,206	1,021	377	480	13,084
Diúscairtí ag costas	(1,303)	(420)	(535)	(910)	(3,168)
Athrangú	613	(200)	(187)	(226)	-
Amhail 31 Nollaig 2012	42,637	1,535	1,359	1,766	47,297
Dímheas					
Amhail an 1 Eanáir 2012	11,920	838	1,566	2,269	16,593
Gearrtha i rith na bliana	812	156	56	157	1,181
Breiseanna	3,234	780	-	427	4,441
Diúscairtí	(559)	(491)	(521)	(903)	(2,474)
Athrangú	282	(127)	66	(221)	-
Amhail 31 Nollaig 2012	15,689	1,156	1,167	1,729	19,741
Glan-Luach Leabhar					
Amhail 31 Nollaig 2012	26,948	379	192	37	27,556
Amhail 31 Nollaig 2011	20,201	296	138	153	20,788

Nótaí leis na Ráitis Airgeadais

don bhliain dar chríoch 31 Nollaig 2012

11. MAOIN INFHEISTÍOCHTA

		2012	2011
		€'000	€'000
Tá an Mhain Infheistíochta comhdhéanta de			
Club Seoltóireachta Glenan	A	165	165
Club Gailf Chill Airne - féach nóta 25 thíos	B	111	111
		276	276

(A) Club Seoltóireachta Glenan

Úsáideann Ionad Seoltóireachta Glenan na tailte agus na foirgnimh ar Chollainn Mhór, Cuan Mó, Cathair na Mart chun scoil seoltóireachta a fheidhmiú.

(B) Club Gailf Chill Airne

Tá an talamh ar Chill Airne cláraithe agus á shealbú ag Fáilte Ireland ar léas fada agus tá sé mar chuid den chúrsa gailf a bhíonn á úsáid ag Club Gailf Chill Airne. Tá an luach ar an gClár Comhardaithe luaite ag costas stairiúil.

12. SÓCMHAINNÍ AIRGEADAIS - GRÚPA AGUS ÚDARÁS

	2012	2011
	€'000	€'000
Tá Sócmhainní Airgeadais comhdhéanta de		
Aerfort Réigiúnach Phort Láirge plc - 1,562 Gnáthscair @ €1.27	4	4
Iarthar Chonamara plc - 5,500 gnáthscair @ €1.269738 an ceann	7	7
Saoirí Louisburgh plc - 25,000 'B' Gnáthscair @ €1.269738 an ceann	31	31
Club Gailf Chonamara - 500 gnáthscair @ €1.269738 an ceann	1	1
Galf Chorca Dhuibhne - 386 scair agus 90 scair breise i gcomhair na talún	3	3
	46	46

- Tá 30,000 gnáthscair ar €1.30 an ceann agus 5,000 scair tosaíochta ar €1.30 an ceann ag Fáilte Ireland i bhFiontar Oidhreacht Inis Mór Teoranta. Tá luach neamhni orthu sin sna ráitis airgeadais Tá luach scaireanna €250 freisin ag Fáilte Ireland in Aerfort Chontae Chiarraí Teoranta. Is scairsealbhoireacht ainmniúil é sin

- Taispeántar gach scair thuas ag a luachanna iasachta i ráitis airgeadais iniúchta na nÚdarás Turasóireachta Réigiúnach ábhartha an 30ú Meitheamh 2006, díreach roimh chomhtháthú le Fáilte Ireland

Tá suim rialaithe ag Fáilte Ireland sna cuideachtaí seo a leanas faoi theorainn ráthaíochta. Ní raibh aon sócmhainní, dliteanas, foireann ná gníomhaíochtaí trádala ag na cuideachtaí sa 12 mí dar chríoch 31 Nollaig 2012.

Údarás Turasóireachta Réigiúnach an Iardheiscirt Teo
Údarás Réigiúnach Turasóireachta an Iarthuaiscirt Teo
Údarás Réigiúnach Turasóireachta an Iarthair Teo
Údarás Réigiúnach Turasóireachta Lár Tíre/ an Oirthir Teo
Baile Átha Cliath Eagraíocht Turasóireachta Réigiúnach Teo

Tá leas urlámhais ag Fáilte Éireann i dTionscadal an Tóstail 2013 Teoranta. Bhí glansócmhainní de €0 ag an gcuideachta ar an 31 Nollaig 2012. Ba €6.8m an t-ioncam agus caiteachas a bhí ann don bhliain. Is cuideachta faoi theorainn ráthaíochta gan scairchaipiteal í.

Tá Fáilte Ireland mar úinéir ar scairsealbhoireacht de 77% i gClub Gailf Chill Airne Teoranta. Táthar tar éis luach € nialas sna Ráitis Airgeadais seo.

Tá an talamh i gCill Airne cláraithe agus ar léas fadtéarmach ag Fáilte Éireann agus is cuid é den ghalfchúrsa a fheidhmíonn Cumann Gailf Chill Airne. Tá an luach ar an gClár Comhardaithe curtha ag costas stairiúil.

Nótaí leis na Ráitis Airgeadais

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13. FÉICHIÚNAITHE - GRÚPA

	2012	2011
	€'000	€'000
Trádáil	361	468
Réamhíocaíochtaí	295	503
Ioncam Fabhraithe	61	59
	717	1,030

FÉICHIÚNAITHE - ÚDARÁS

	2012	2011
	€'000	€'000
Trádáil	361	144
Eagraíocht Turasóireachta Réigiúnach Bhaile Átha Cliath	255	160
Réamhíocaíochtaí	295	324
Ioncam Fabhraithe	61	59
	972	687

14. IARMHÉIDEANNA BAINC AGUS AIRGEAD TIRIM - GRÚPA

	2012	2011
	€'000	€'000
Cuntais Taisce	29,605	26,525
Cuntais Reatha	2,412	3,281
Airgead ar láimh	5	10
	32,022	29,816

IARMHÉIDEANNA AIRGEAD AGUS BAINC - ÚDARÁS

	2012	2011
	€'000	€'000
Cuntais Taisce	29,605	26,525
Cuntais Reatha	2,412	2,278
Airgead ar láimh	5	10
	32,022	28,813

15. CREIDIÚNAITHE - GRÚPA

	2012	2011
	€'000	€'000
Méideanna Dlíte Laistigh de Bhliain Amháin		
Creidiúnaithe Trádála	1,048	1,412
Tourism Ireland	248	1,882
Fabhruithe	26,239	19,455
Creidiúnaithe eile	788	1,311
Ioncam Iarchurtha	695	1,519
	29,018	25,579

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CREIDIÚNAITHE - ÚDARÁS

	2012 €'000	2011 €'000
Méideanna Dlite Laistigh de Bhliain Amháin		
Creidiúnaithe Trádála	1,048	1,006
Creidiúnaithe Trádála Tionscadal an Tóstail 2013 Teoranta	1,528	-
Tourism Ireland	248	1,882
Fabhruithe	24,711	19,455
Creidiúnaithe eile	788	952
Ioncam Iarchurtha	695	1,671
	29,018	24,966

16. CUNTAS CAIPITIL - GRÚPA

	2012 €'000	2011 €'000
Amhail an 1 Eanáir	27,470	29,915
Ioncam do chríocha caipitil		
Breiseanna ar Shócmhainní Seasta Ceannaithe sa bhliain	2,720	343
Amúchadh ag teacht le dímhéas sócmhainní	(1,190)	(1,339)
Méid scaoilte ar Dhiúscairt Sócmhainní Seasta	(887)	(1,449)
Aistriú (chuig)/ón gCuntas Ioncaim agus Caiteachais	643	(2,445)
Amhail 31 Nollaig	28,113	27,470

Comhfhreagraíonn an t-iarmhéid sa Chuntas Caipitil do na suimeanna seo a leanas

	Nótaí	2012 €'000	2011 €'000
SÓCMHAINNÍ SEASTA			
Sócmhainní Inláimhsithe	10	27,791	27,148
Maoin Infheistíochta	11	276	276
Sócmhainní Airgeadais	12	46	46
		28,113	27,470

Nótaí leis na Ráitis Airgeadais

don bhliain dar chríoch 31 Nollaig 2012

CUNTAS CAIPITIL - ÚDARÁS

	2012	2011
	€'000	€'000
Amhail an 1 Eanáir	21,110	22,853
Ioncam do chríocha caipitil		
Breiseanna ar Shócmhainní Seasta Ceannaithe sa bhliain	8,643	343
Amúchadh ag teacht le dímheas sócmhainní	(1,181)	(1,149)
Méid scaoilte ar Dhiúscairt Sócmhainní Seasta	(694)	(938)
Aistriú (chuig)/ón gCuntas Ioncaim agus Caiteachais	6,768	(1,743)
Amhail 31 Nollaig	27,878	21,110

Comhfhreagraíonn an t-iarmhéid sa Chuntas Caipitil do na suimeanna seo a leanas :

Sócmhainní Seasta	Nótaí	2012	2011
		€'000	€'000
Sócmhainní Inláimhsithe	10	27,556	20,788
Maoin Infheistíochta	11	276	276
Sócmhainní Airgeadais	12	46	46
		27,878	21,110

17. GRÚPA BARRACHAIS CHARNTHA

	2012	2011
	€'000	€'000
Amhail an 1 Eanáir	5,534	3,734
(Easnamh)/Barrachas sa tréimhse	(1,764)	1,800
Gnóthachain/(Caillteanais) Achtúireacha ar Scéimeanna Pinsin sa tréimhse	(50,898)	(1,004)
Coigeartú ar Mhaoiniú Pinsin larchurtha	50,898	1,004
	3,770	5,534

ÚDARÁS BARRACHAIS CHARNTHA

	2012	2011
	€'000	€'000
Amhail an 1 Eanáir	4,590	3,305
Cuntas Ioncaim agus Caiteachais sa tréimhse	(1,554)	1,285
Cúlchistí ar Údarás Turasóireachta Réigiúnach Bhaile Átha Cliath.	989	-
Gnóthachain/(Caillteanais) Achtúireacha ar Scéimeanna Pinsin sa tréimhse	(50,898)	(1,004)
Coigeartú ar Mhaoiniú Pinsin larchurtha	50,898	1,004
	4,025	4,590

Nótaí leis na Ráitis Airgeadais

don bhliain dar chríoch 31 Nollaig 2012

18. CEANGALTAIS LÉASANNA OIBRÍOCHTA

Amhail an 31 Nollaig 2012, bhí na tiomantais seo a leanas ag an Údarás don todhchaí léasanna oibríochta mar a leanas:

	Talamh agus Foirgnimh €'000
A rachaidh in éag	
Laistigh de bhliain amháin	70
Tar éis 5 bliana	650
	720

An méid iomlán a gearradh i leith léasanna oibríochta sa Chuntas Ioncaim agus Caiteachais do 2012 Tá € 720,640. (2011 € 660,332)

19. TIOMANTAIS ÍOCAÍOCHTA DEONTAIS

Bhí tiomantais d'íocaíochtaí deontais caipitil an 31 Nollaig 2012 measta ag €54.5 milliún (2011: €57.9 million).

20. COMHALTAÍ AN ÚDARÁIS - NOCHTADH IDIRBHEART

Glacann an tÚdarás le nósanna imeachta de réir na dtreoirilínte atá eisithe ag an Roinn Caiteachais Phoiblí & Athchóirithe maidir le nochtadh leasa a dhéanann Comhaltaí an Údaráis agus chloígh Comhaltaí an Údaráis agus an tÚdarás leis na nósanna imeachta seo i rith na bliana.

21. DEONTAIS A AISGHABHÁIL

Tá seiceálacha fíoraithe déanta ag Fáilte Ireland ar chaiteachas a éilíodh i sampla tionscadal a fuair tacaíocht faoin gClár Oibríochta Turasóireachta 1994-1999 agus déanann sé iar-mhonatóireacht ar dheontais íochta freisin. Mar thoradh ar na nósanna imeachta sin, bhí cistí ar luach €981,949 iad agus a bhí aisghafa ó dheontaithe, ar láimh agus curtha san áireamh sna Creidiúnaithe thuas ag deireadh na bliana. Measfar go ndéanfar tuilleadh aisghabhálacha cé nach bhfuiltear cinnte faoi cad é an méid ag an staid seo. Aisíocfar an méid iomlán a bheidh aisghafa ag an AE.

22. COMPARATIVE FIGURES

Tá roinnt athruithe déanta ar chur i láthair míreanna sna ráitis airgeadais agus tá na figiúirí comparáideacha athluaite nuair is gá ar bhunús atá ag teacht le cur i láthair na bliana reatha.

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23. PINSIN

Tá líon scéimeanna Pinsin á bhfeidhmiú ag an Údarás agus tá cur síos déanta orthu sin thíos.

(A) SCÉIM AOISLIÚNTAIS NEAMHCHISTITHE AN ÚDARÁIS NÁISIÚNTA FORBARTHA TURASÓIREACHTA

Feidhmítear scéim aoisliúntais sochair sainmhínithe neamh-mhaoinithe d'fhoireann bhuan incháilithe faoin Acht um Údarás Náisiúnta Forbartha Turasóireachta, 2003 agus d'fhoireann bhuan incháilithe den iar-Bhord Fáilte faoi Alt 15 den Acht um Thrácht Cuartaíochta 1952 agus Alt 9 den Acht um Thrácht Cuartaíochta 1983.

(a) Anailís ar Chostais Phinsin Iomlána gearrtha ar Chaiteachas

	2012	2011
	€'000	€'000
Costas Seirbhíse reatha	1,679	1,618
Ús ar dhliteanais na scéime pinsin	5,418	5,595
Ranníoca Fostaí	(449)	(477)
	6,648	6,736

(b) Gluaiseacht i nGlan-Dliteanas Pinsin i rith na bliana

	2012	2011
	€'000	€'000
Glan-Dliteanas Pinsin amhail an 1 Eanáir	109,672	107,694
Pinsin íoctha	(6,006)	(5,470)
Costas seirbhíse reatha	1,679	1,618
Ús ar dhliteanais na scéime pinsin	5,418	5,595
Gnóthachain/(caillteanais) achtúireach	30,688	235
Glan-Dliteanas Pinsin amhail an 31 Nollaig	141,451	109,672

(c) Maoiniú Pinsin Iarchurtha

Aithníonn an tÚdarás na suimeanna sin mar shócmhainn ag comhfhreagairt don dliteanas iarchurtha do phinsin ar an mbunús den tsraith bonn tuisceana a bhfuil cur síos déanta orthu thuas agus imeachtaí a tharla.

Áirítear ar na himeachtaí sin an bonn reachtúil a bhí le bunú na scéime pinsin agus an beartas agus an cleachtas atá i bhfeidhm faoi láthair maidir le pinsin na seirbhíse poiblí a mhaoiniú lena n-áirítear ranníocaíochtaí na bhfostaithe agus an próiseas meastacháin bhliantúil. Níl aon fhianaise ag an Údarás nach leanfaidh an beartas maoinithe sin chun freastal ar shuimeanna den sórt sin de réir cleachtas reatha.

Is mar seo a leanas a bhí an Glan-Mhaoiniú Iarchurtha do Phinsin a aithníodh sa Chuntas Ioncaim agus Caiteachais

	2012	2011
	€'000	€'000
Maoiniú In-aisghabhála maidir le costais pinsin na bliana reatha	7,097	7,213
Deontas Stáit i bhfeidhm chun pinsinéirí a íoc	(6,006)	(5,470)
	1,091	1,743

Ba é an luach a bhí ar an sócmhainn iarchurtha do phinsin ar an 31 Nollaig 2012 ná €141.451m (2011: €109.672m)

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s(d) Stair oibleagáidí sochar sainithe	2012	2011	2010	2009	2008
	€'000	€'000	€'000	€'000	€'000
Oibleagáidí sochair shainithe	141,451	109,672	107,694	111,703	115,422
Gnóthachain ó thaithí/(caillteanais) ar Dhliteanais Scéime	731	3,402	5,492	3,861	(4,100)
• Céatadán den luach láithreach ar dhliteanais scéime	0.50%	3.10%	5.10%	3.50%	-3.60%
(Caillteanas)/gnóthachan iomlán aitheanta i Ráiteas Gnóthachain agus Caillteanas Aitheanta iomlána	(30,688)	(235)	5,584	6,336	4,464
• Céatadán Dliteanas	-21.70%	-0.20%	5.20%	5.70%	3.90%

(e) Cur síos ar an Scéim agus Bonn Tuisceana Achtúireacha

Is socrú pinsin ar an tuarastal deiridh shochair shainithe í an scéim phinsin le sochair agus ranníocaíochtaí atá sainmhínithe trí thagairt de "mhúnla" reatha rialúcháin scéimeanna na hearnála poiblí. Soláthraíonn an scéim pinsin (ochtó duithe in aghaidh na bliana seirbhíse), aisce nó cnapshuim (trí ochtóid in aghaidh na bliana seirbhíse) agus pinsin do chéile agus leanaí. Is í an Gnáthaois Scoir ná breithlá 65 bliain comhalta, agus tá comhaltaí roimh 2004 i dteideal dul ar scor gan asbhaint achtúireach ó aois a 60 bliain.

Go hiondúil ardaíonn pinsin atá le íoc (agus iarchurtha) de réir bhoilsciú tuarastail ghinearálta na hearnála poiblí.

Tá luacháil ar dhliteanais na scéimeanna a baineadh úsáid aisti do nochtuithe FRS17 bunaithe ar luacháil achtúireach iomlán ag achtúire neamhspleách cáilithe amhail an 2012 Tomhaiseadh dliteanais na scéime pinsin ag úsáid an mhodha aonad fortheilgthe.

Príomhbhoinn tuisceana achtúireacha a úsáideadh chun dliteanais na scéime a ríomh:

	31/12/2012	31/12/2011
Ráta Lascaine	3.30%	5.00%
Ráta ardaíthe i gcás tuarastail	3.50%	3.50%
Ráta ardaíthe i gcás Pinsin	3.25%	3.25%
Ráta boilscithe	2.00%	2.00%

Is iad seo a leanas na táblaí básmhaireachta a úsáidtear:

	Fir	Mná
Gníomhach & larchurtha:	62% of PNML00	70% PNFL00
Pinsinéirí:	62% of PNML00	70% PNFL00
Pinsinéir reatha ag aois 65:	Fir: 22.3 years	Mná: 23.7 years
Pinsinéir sa todhcháí ag aois 65	Fir 24.9 years	Mná: 25.9 years

Bunaithe ar na táblaí seo, is mar seo a leanas atá ionchas saoil sa todhcháí ag aois 65 d'fhir agus do mhná:

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(b) PLEAN NEAMHCHISTITHE (CERT mar a bhí) PINSIN RANNÍOCAÍOCH AGUS SOCHAR BÁIS (DÚNTA)

Feidhmíonn an tÚdarás scéim pinsin shochar shainithe d'fhoireann incháilithe iar-CERT Ltd

(a) Anailís ar chostais phinsin iomlána gearrtha ar Chaiteachas

	2012	2011
	€'000	€'000
Costas Seirbhíse reatha	798	840
Costas Úis	1,268	1,237
Lúide: Ranníocaíochtaí Fostaí	(158)	(167)
	1,908	1,910

(b) Gluaiseacht i nDliteanas Glanphinsin i rith na bliana

	2012	2011
	€'000	€'000
Luach láithreach oibleagáidí neamhchistithe	33,819	24,926
	33,819	24,926

(c) Luach Láithreach Oibleagáidí na Scéime

	2012	2011
	€'000	€'000
Oibleagáid Shochar ag tús na bliana	24,926	23,248
Costas Seirbhíse Reatha	798	840
Costas Úis	1,268	1,237
Gnóthachan)/Caillteanas Achtúireach	7,534	640
Sochair Íochta	(707)	(1,039)
Benefit obligation at end of year	33,819	24,926

(d) Cur Síos ar an Scéim agus ar na Bonn Tuisceana Achtúireacha

Sainmhínítear sochair agus ranníocaíochtaí trí thagairt de "mhúnla" reatha rialúcháin scéimeanna na hearnála poiblí. Socraítear rátaí ranníocaíochtaí fostóra agus fostaí le haird ar chomhairle achtúireach agus athbhreithniú tréimhsiúil ar an maoiniú a theastaíonn don scéim.

Soláthraíonn an scéim pinsin (ochtóduithe in aghaidh na bliana seirbhíse), aisce nó cnapshuim (trí ochtóid in aghaidh na bliana seirbhíse) agus pinsin do chéile agus leanaí atá faoi réir ag riail má bhíonn 20 bliain de sheirbhís tugtha ag comhalta ag aois a 65 bliain, bronntar 40 bliain seirbhís orthu.

Is í an Gnáthaois Scoir ná breithlá 65 bliain comhalta. Tá comhaltaí roimh 2004 i dteideal dul ar scor gan asbhaint achtúireach ó aois a 60 bliain. Go hiondúil ardaíonn pinsin atá le íoc (agus iarchurtha) de réir bhoilsciú tuarastail ghinearálta na hearnála poiblí.

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Is é an bonn tuisceana airgeadais a mbaintear úsáid as do chríocha FRS 17 ná:

	31/12/2012	31/12/2011
Ráta Lascaine	3.30%	5.00%
Ráta ardaíthe i gcás tuarastail	3.50%	3.50%
Ráta ardaíthe i gcás Pinsin	3.00%	3.00%
Ráta boilscithe	2.00%	2.00%

Is iad seo a leanas na táblaí básmhaireachta a úsáidtear:

	Fir	Mná
Gníomhach & larchurtha:	62% de PNML00	70% PNFL00
Pinsinéirí:	62% de PNML00	70% PNFL00

Bunaithe ar na táblaí seo, is mar seo a leanas atá ionchas saoil sa todhchaí ag aois 65 d'fhir agus do mhná:

Pinsinéir reatha ag aois 65:	Fir: 22.3 bliain	Mná: 23.7 bliain
Pinsinéir sa todhchaí ag aois 65	Fir 24.9 bliain	Mná: 25.9 bliain

(e) Stair oibleagáidí shochair shainithe, sócmhainní agus taithí gnóthachain agus cailteanas

	2012	2011	2010	2009	2008
	€'000	€'000	€'000	€'000	€'000
Oibleagáidí Shochair Shainithe	33,819	24,926	23,248	21,151	18,693
Easnamh/(Barrachas) do Scéim Mhaoinithe	33,819	24,926	23,248	21,151	18,693

	2012	2011	2010	2009	2008
Taithí gnóthachain/(cailteanas) ar dhliteanas scéime	292	354	(79)	368	274
• Céatadán de luach reatha dhliteanas na scéime	0.9%	1.4%	-0.3%	1.7%	1.5%
(Cailteanas)/gnóthachan iomlán aitheanta i Ráiteas Gnóthachain agus Cailteanas Aitheanta iomlán	(7,534)	(640)	(662)	489	(6,190)
• Céatadán Dliteanas	-22.3%	-2.6%	-2.8%	2.3%	-33.1%

(f) Maoiniú ar Phinsin

	2012	2011
	€'000	€'000
Maoiniú In-Aisghabhála i leith costais phinsin na bliana reatha	1,908	1,910
Deontas Stáit i bhfeidhm chun pinsinéirí a íoc	(549)	(872)
	1,359	1,038

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(C) SCÉIM PINSIN EAGRAÍOCHTAÍ TURASÓIREACHTA RÉIGIÚNACHA (DÚNTA)

Oibrítear scéim pinsin shochar sainithe d'fhoireann incháilithe de na cúig iar-Údaráis Turasóireachta réigiúnacha agus Dublin Tourism le sochair maoinithe ag ranníoca ó fhostaithe agus ón Údarás. Tá an scéim seo dúnta; faoin modh aonad fortheilgthe, ardóidh costas na seirbhíse reatha de réir mar a bheidh comhaltaí na scéime ag teannadh le scor.

(a) Anailís ar Chostais Phinsin iomlána gearrtha ar Chaiteachas

	2012	2011
	€'000	€'000
Costas Seirbhíse reatha	1,064	950
Costas úis	2,137	2,156
Ranníocaíochtaí fostaí	(237)	(239)
Méid iomlán gearrtha chuig an gcuntas ioncaim agus caiteachais	2,964	2,867

(b) Gluaiseacht i nDliteanas Glanphinsin i rith na bliana a tógadh isteach

	2012	2011
	€'000	€'000
Luach láithreach na n-oibleagáidí maoinithe	56,618	42,596
	56,618	42,596

(c) Luach Láithreach Oibleagáidí na Scéime

	2012	2011
	€'000	€'000
Oibleagáid Shochair ag tús na bliana	42,596	40,868
Turasóireacht Bhaile Átha Cliath	-	-
Costas Seirbhísí Reatha	1,064	950
Costas Úis	2,137	2,156
Taithí gnóthachain/(cailteanais)	12,676	129
Sochair Íochta	(1,855)	(1,507)
Oibleagáid shochair ag deireadh na bliana	56,618	42,596

(e) Cur síos ar an Scéim agus ar na Bonn Tuisceana Achtúireacha

Sainmhínítear sochair agus ranníocaíochtaí trí thagairt de "mhúnla" reatha rialúcháin scéimeanna na hearnála poiblí. Socraítear rátaí ranníocaíochtaí fostóra agus fostaí le haird ar chomhairle achtúireach agus athbhreithniú tréimhsiúil ar an maoiniú a theastaíonn don scéim.

Soláthraíonn an scéim pinsin (ochtóduithe in aghaidh na bliana seirbhíse), aisce nó cnapshuim (tríochtódú in aghaidh na bliana seirbhíse) agus pinsin do chéile agus leanaí. Is í an Gnáthaois Scoir ná breithlá 65 bliain comhalta. Tá comhaltaí roimh 2004 i dteideal dul ar scor gan asbhaint achtúireach ó aois a 60 bliain. Go hiondúil ardaíonn pinsin atá le íoc (agus iarchurtha) de réir bhoilsciú tuarastail ghinearálta na hearnála poiblí.

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Is é an bonn tuisceana airgeadais a mbaintear úsáid as do chríocha FRS 17 ná:

	31/12/2012	31/12/2011
Ráta lascaine	3.30%	5.00%
Ráta ardaíthe i dtuarastail inphinsin	3.50%	3.50%
Ráta ardaíthe in íocaíochtaí pinsin	3.25%	3.25%
Foshuíomh boilscithe	2.00%	2.00%

Is iad seo a leanas na táblaí básmhaireachta a úsáidtear:

	Fir	Mná
Gníomhach & larchurtha:	62% de PNML00	70% PNFL00
Pinsinéirí:	62% de PNML00	70% PNFL00

Bunaithe ar na táblaí seo, is mar seo a leanas atá ionchas saoil sa todhchaí ag aois 65 d'fhir agus do mhná:

Pinsinéir reatha ag aois 65:	Fir: 22.3 bliain	Mná: 23.7 bliain
Pinsinéir sa todhchaí ag aois 65	Fir 24.9 bliain	Mná: 25.9 bliain

(f) Stair oibleagáidí shochair shainithe, sócmhainní agus taith gnóthachain agus cailteanais

	2012	2011	2010	2009	2008
	€'000	€'000	€'000	€'000	€'000
Oibleagáidí shochair shainithe	56,618	42,596	40,868	41,337	40,001
Easnamh/(Barrachas) don Scéim mhaoinithe	56,618	42,596	40,868	41,337	40,001

	2012	2011	2010	2009	2008
Taithí gnóthachain/(cailteanais) ar dhliteanais na scéime	609	1,430	1,944	1,827	(128)
• Céatadán de luach láithreach dhliteanais na scéime	1.1%	3.4%	4.8%	4.4%	-0.3%
(Cailteanas)/gnóthachan iomlán aitheanta i Ráiteas Gnóthachain agus Cailteanas Aitheanta iomlán	(12,676)	(129)	1,978	3,335	(9,069)
• Céatadán Dliteanas	-22.4%	-0.3%	4.8%	8.1%	-22.7%

(g) Maoiniú ar Phinsin

	2012	2011
	€'000	€'000
Maoiniú In-Aisghabhála i leith costais phinsin na bliana reatha	2,964	2,867
Deontas Stáit i bhfeidhm chun pinsinéirí a íoc	(1,618)	(1,268)
	1,346	1,599

Nótaí leis na Ráitis Airgeadais

don bhliain dar chríoch 31 Nollaig 2012

(D) Maoiniú Pinsin Iarchurtha

Aithníonn an tÚdarás na suimeanna sin mar shócmhainn ag comhfhreagairt don dliteanas iarchurtha do phinsin ar an mbunús den tsraith bonn tuisceana a bhfuil cur síos déanta orthu thuas, an bunús Reachtúil do bhunú scéimeanna aoisliúntais agus beartas agus cleachtas i ndáil le pinsin seirbhíse poiblí a mhaoiniú, lena n-áirítear ranníoca ag fostaithe agus an próiseas meastacháin bliantúil. Níl aon fhianaise ag an Údarás nach leanfaidh an beartas maoinithe sin chun freastal ar shuimeanna den sórt sin de réir cleachtas reatha.

Údarás sócmhainne maoinithe iarchurtha do phinsin

	2012 €'000	2011 €'000
Údarás Náisiúnta Forbartha Turasóireachta Neamhchistithe		
Scéim Aoisliúntais	141,451	109,672
Plean Neamhchistithe(CERT mar a bhí)Pinsin Ranníocaíoch agus Sochar Báis (Dúnta)	33,819	24,926
Scéim Pinsin Neamhchistithe na nEagraíochtaí Réigiúnacha Turasóireachta(Dúnta)	56,618	42,596
	231,888	177,194

(E) SCÉIM RANNÍOCA SAINMHÍNITHE

Tá scéimeanna pinsin ranníoca sainmhínithe ar fáil d'fhoireann nach bhfuil cáilithe don scéim aoisliúntais neamh-mhaoinithe. Sealbhaítear sócmhainní na scéimeanna sin astu féin ó shócmhainní Fáilte Ireland atá i gcistí riartha go neamhspleách.

Seo mar a leanas an suim a gearradh sa Chuntas Ioncaim agus Caiteachais

	2012 €'000	2011 €'000
Scéim ranníoca sainmhínithe	3	3

(F) RÉITEACH MUIREAR PINSIN IOMLÁN SA

CHUNTAS IONCAIM & CAITEACHAIS

	Nótaí	2012 €'000	2011 €'000
Údarás Náisiúnta Forbartha Turasóireachta Neamhchistithe			
Scéim Aoisliúntais	23 (A)	6,648	6,736
Plean Neamhchistithe(CERT mar a bhí)Pinsin Ranníocaíoch agus Sochar Báis (Dúnta)			
Scéim Maoinithe RTA	23 (B)	1,908	1,910
Scéim RTA Maoinithe	23 (C)	2,964	2,867
Scéim Pinsin Neamhchistithe na nEagraíochtaí Réigiúnacha			
Turasóireachta(Dúnta)	23 (E)	3	3
		11,523	11,516
Coigeartú aoisliúntais RTA		(7)	(32)
Coigeartú Scéime CERT		101	26
Aisce Fabhráithe agus míreanna coigeartaithe eile		41	66
Muirear Pinsin Iomlán		11,658	11,576

Nótaí leis na Ráitis Airgeadais

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(G) RÉITEACH MUIREAR PINSIN IOMLÁN SA BHLIAIN - CHUNTAS IONCAIM & CAITEACHAIS

	Nótaí	2012 €'000	2011 €'000
Údarás Náisiúnta Forbartha Turasóireachta Neamhchistithe Scéim Aoisliúntais	23A (c)	1,091	1,743
Plean Neamhchistithe(CERT mar a bhí)Pinsin Ranníocaíoch agus Sochar Báis (Dúnta)	23B (g)	1,359	1,038
Scéim Pinsin Neamhchistithe na nEagraíochtaí Réigiúnacha Turasóireachta(Dúnta)	23C (g)	1,346	1,599
		3,796	4,380

24. DLITEANAIS PINSIN AN ÚDARÁIS

	2012 €'000	2011 €'000
Údarás Náisiúnta Forbartha Turasóireachta Neamhchistithe Scéim Aoisliúntais	(141,451)	(109,672)
Plean Neamhchistithe(CERT mar a bhí)Pinsin Ranníocaíoch agus Sochar Báis (Dúnta)	(33,819)	(24,926)
Scéim Pinsin Neamhchistithe na nEagraíochtaí Réigiúnacha Turasóireachta(Dúnta)	(56,618)	(42,596)
Dlíteanas Iomlán Pinsin	(231,888)	(177,194)

25. CUMANN GAILF CHILL AIRNE TEORANTA

I bhFeabhra 2009, aistríodh scairsheilbh Bhord Fáilte i gCumann Gailf Chill Airne Teoranta go Fáilte Éireann, mar go bhfuarthas go raibh iontaobhas a cruthaíodh maidir leis an scairsheilbh neamhbhailí de réir dlí. Níl ráitis airgeadais Chumann Gailf Chill Airne Teoranta comhdhlúite i gcuntais an Údaráis Náisiúnta Forbartha Turasóireachta mar go bhfuil sé i gceist ag Cumann Gailf Chill Airne Teoranta feidhmiú an chlub a aistriú go baill an chlub le linn 2013. Coinneoidh Cumann Gailf Chill Airne Teoranta úinéireacht ar an talamh.

Le linn 2012, réadaigh Cumann Gailf Chill Airne Teoranta €6 milliún ar shocrú díolacháin agus aisléasaithe maidir le galfchúrsa amháin dá chuid. Úsáideadh na fáiltais chun creidiúnaithe an chlub a íoc agus chun iasachtaí a laghdú.

26. CEADÚ NA RÁITEAS AIRGEADAIS

Cheadaigh an tÚdarás na ráitis airgeadais seo an 22 Bealtaine, 2013.

Íocaíochtaí Prasa de chuid Chomhlachtaí na hEarnála Poiblí

don bhliain dar chríoch 31 Nollaig 2012

TEIMPLÉAD TUAIRISCITHE DE BHUN CHINNEADH AN RIALTAIS UIMH. S29296 AN 2ú AGUS 8ú MÁRTA 2011 AR ÍOCAÍOCHTAÍ 15 LÁ AG:

Feidhmeannacht na Seirbhíse Sláinte, na hÚdaráis Áitiúla, Gníomhaireachtaí Stáit, agus gach Comhlacht eile de chuid na hEarnála Poiblí, (gan Comhlachtaí Leathstáit Tráchtála san áireamh)

Máthair-Roinn Rialtais: An Roinn Iompair, Turasóireachta & Spóirt

Comhlacht Earnála Poiblí: An tÚdarás Náisiúnta Forbartha Turasóireachta

An Tréimhse i gCeist: 1 Eanáir, 2012 go 31 Nollaig, 2012

Mionsonraí	Uimhir	Luach (€)	Céatadán (%) de na híocaíochtaí iomlána a rinneadh
Íocaíochtaí iomlána a rinneadh sa ráithe	15,381	€65,137,158.81	100.00%
Líon na n-íocaíochtaí a rinneadh laistigh de 15 lá	14,309	€59,094,611.28	93.03%
Líon na n-íocaíochtaí a rinneadh laistigh de 16 go 30 lá	752	€3,878,512.54	4.89%
Líon na n-íocaíochtaí a rinneadh le linn tréimhse níos mó ná 30 lá	320	€2,164,034.99	2.08%
Sonraisc a raibh conspóid fúthu	206	€2,296,800.43	
Iomlán	15,587	€67,433,959.24	

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