

# **CPUK FINANCE LIMITED**

# Operating and financial review for the 36 weeks ended 31 December 2020

In accordance with the reporting requirements of its financing, CPUK Finance Limited is pleased to present its operating and financial review for the 36 weeks ended 31 December 2020.

All figures presented in this report relate to the group of companies headed by Center Parcs (Holdings 1) Limited ("the Group"). All figures presented in this report are unaudited. All financial results referred to in this document exclude exceptional and non-underlying items, unless otherwise stated.

## Summary

- Cumulatively the Group offset losses incurred during the prolonged periods of village closure and generated a year to date profit of £11.6 million.
- Village openings and closures are summarised as follows:

•	20 March 2020	All UK villages closed
•	13 July 2020	All UK villages re-opened
•	30 October 2020	Sherwood closed
•	5 November 2020	Elveden, Longleat, Whinfell and Woburn closed
•	4 December 2020	Elveden, Longleat, Whinfell and Woburn re-opened
•	18 December 2020	Woburn closed
•	21 December 2020	Elveden, Longleat and Whinfell closed

- All five UK villages will remain closed until at least 7 March 2021. Over 50% of guests whose bookings
  were affected by the latest closures elected to move their break to an alternative date.
- The Group continues to have a robust liquidity position with cash of £53.2 million at 31 December 2020 and £96.9 million at 17 February 2021.
- Brookfield continues to support the Group and has approved further funding if required.
- Bookings for the next financial year are strong and occupancy is slightly ahead of the same time last year. ADR is also ahead of the prior year.

## Financial highlights

36 weeks ended 31 December 2020 ("Year to Date")

- Revenue of £114.9 million (FY20: £360.2 million) reflects the village closures and restricted accommodation capacity during the periods that the villages were open.
- Cumulative EBITDA of £11.6 million (FY20: £179.9 million) with losses incurred during the periods of village closure offset by profits when open.
- Occupancy of 30.5% (FY20: 98.0%) reflects the village closures and subsequent capacity restrictions. Occupancy of 60.6% was achieved when the villages were open.
- Year on year ADR growth of 14.3% reflects the timing of village closures and smaller accommodation
  units being taken off sale as part of the Group's ongoing management of restricted capacity when
  the villages were open.

Liquidity remains robust with the Group holding cash of £53.2 million at 31 December 2020.

#### 12 weeks ended 31 December 2020 ("Quarter 3")

- Revenue and EBITDA have been negatively impacted by the village closures and reduced capacity
  when the villages were open, resulting in year on year decreases of 73.3% and 102.7% respectively
  to £33.4 million and £(1.7) million.
- ADR increase of 4.6% is primarily due to the mix of accommodation units available under the Group's ongoing capacity management strategy.

## **Key performance indicators**

	FY21	FY20	
	Year to Date	Year to Date	<u>Variance</u>
Revenue	£114.9m	£360.2m	(68.1)%
EBITDA	£11.6m	£179.9m	(93.6)%
Occupancy	30.5%	98.0%	(67.5)%
Trading Occupancy	60.6%	98.0%	(37.4)%
ADR	£238.47	£208.62	+14.3%
RevPAL	£72.64	£204.41	(64.5)%

	<u>FY21</u> Quarter 3	FY20 Quarter 3	Variance
Revenue	£33.4m	£125.1m	(73.3)%
EBITDA	£(1.7)m	£62.1m	(102.7)%
Occupancy	27.0%	97.6%	(70.6)%
ADR	£231.96	£221.68	+4.6%
RevPAL	£62.72	£216.35	(71.0)%

#### Results of operations for the 36-week period ended 31 December 2020

#### Revenue

Revenue of £114.9 million, reflecting the village closures and reduced operating capacity when open. Occupancy during the period was 30.5% (FY20: 98.0%) reflecting the village closures. During the period that the villages were open, occupancy of 60.6% was achieved.

The number of units of accommodation at 31 December 2020 was 4,335 compared to 4,323 at 2 January 2020. The movement reflects the construction of 12 new units of accommodation in the year.

#### Cost of sales

Cost of sales were £42.8 million reflecting staff and other operating costs incurred predominantly when the villages were open.

#### Administrative expenses

Administrative expenses were £60.5 million compared to £85.0 million in the comparative prior year period. This reflects the elimination of non-essential expenditure during the periods of village closure, as well as the benefit of the UK Government's Job Retention Scheme and 12-month business rates holiday.

#### **EBITDA**

As a result of the factors outlined above, EBITDA was £11.6 million.

#### Depreciation and amortisation

Depreciation and amortisation was £41.9 million compared to £41.0 million in the prior year.

#### Finance costs and income

Annual interest payable on the Group's secured debt is £97.1 million. All tranches of secured debt attract a fixed rate of interest. Finance costs principally represent interest payable on the Group's secured debt and the amortisation of associated deferred issue costs.

Finance income represents bank interest receivable.

#### **Taxation**

The Group's taxation assets and liabilities are calculated annually and hence no tax charge or credit is included in the financial statements presented in this report. A corporation tax refund of £6.0 million arose compared with a payment of £11.0 million in the comparative period.

#### **Cash Flow and liquidity**

As at 31 December 2020 the Group had cash and cash equivalents of £53.2 million (2 January 2020: £30.7 million) and negative working capital of £144.7 million (2 January 2020: £95.7 million).

Net cash from operating activities was £49.7 million and net cash used in investing activities was £23.5 million (FY20: £119.1 million and £39.1 million respectively).

On 3 February 2021 the Group announced that the UK villages would remain closed until at least Sunday 7 March 2021. The majority of refunds relating to cancelled breaks have been processed and over 50% of guests whose breaks were cancelled as a result of the latest closures took up the offer to change their arrival date to a later period.

As at 17 February 2021 the Group had cash and cash equivalents of £96.9 million. In addition to the previously reported liquidity support from Brookfield, £70 million of further funds were made available to Center Parcs in February 2021. Additional funds were drawn by way of equity injection on 17 February 2021 and £40 million remains undrawn at the date of this report.

Operating losses during the first lockdown from March 2020 to July 2020 were successfully reduced to approximately £6 million to £7 million in each 4-week operating period. With the villages closed until at least 7 March 2021 operating costs will be at a very similar level notwithstanding the need for additional maintenance activity during the winter months to ensure the safe mothballing of the villages.

In accordance with the previously reported covenant waivers agreed in 2020, the Group will continue to calculate and report the DSCR:FCF ratio on a half yearly basis. This information will be included in the full year results update.

#### **Investment Programme**

#### Accommodation upgrades

The Group has recommenced its 'Project Summer' refurbishment cycle and, as at 31 December 2020, 2,051 units of accommodation have been upgraded to the 'Summer' standard.

#### New builds

No units of accommodation are currently under construction.

## **Maintenance and Investment Capital expenditure**

Under the terms of its financing, the Group is required to spend a minimum of £18.5 million per annum on maintenance capital expenditure and an average of £6 million per annum over four years on investment capital expenditure. During the period to 31 December 2020 the Group spent £14.5 million (FY20: £16.8 million) on maintenance capital expenditure and £8.1 million (FY20: £17.3 million) on investment capital expenditure, a total of £22.6 million (FY20: £34.1 million).

#### **Environmental, Social and Corporate Governance ("ESG")**

The Group remains fully committed to ESG principles. Having exceeded previously set sustainability targets for 2020, the Group is now updating its environmental agenda. Later in the calendar year the Group will introduce a new framework for ESG reporting which will include new targets and an update on its social and corporate governance policies.

## Ireland village update

For information only, Center Parcs Longford Forest in Ireland was closed from 6 October 2020 until it reopened on 18 December 2020. The village closed again on 27 December 2020, in line with Irish Government guidance, and remains closed as at the date of this report. Based on current guidance the village will remain closed until at least 7 March 2021. Longford Forest is owned and operated by Center Parcs Ireland Limited, and this entity remains completely outside the UK Whole Business Securitisation and has separate funding.

#### **Future outlook**

The UK villages are closed until at least Sunday 7 March 2021. With ongoing uncertainty as to when reopening will be permitted, it is not possible to give further guidance on the anticipated financial result for the full year.

Notwithstanding the uncertainty noted above, demand for breaks in FY22 is strong and occupancy is slightly ahead of the same time last year, which was in the pre-Covid-19 impacted period. It is anticipated that occupancies will initially be restricted again when re-opening is permitted as the Group continues to follow UK Government mandated policies and procedures to operate a Covid-19 secure environment.

ADR on bookings to date for FY22 is higher than that for bookings taken at the same time last year.

The next operating and financial review will be for the 52 weeks ended 22 April 2021 and it is expected this report will be published in mid-July 2021.

Colin McKinlay Chief Financial Officer

## **Enquiries**

Paul Mann Head of Group Reporting Colin McKinlay Chief Financial Officer

# Unaudited income statement for the 36 weeks ended 31 December 2020

	36 weeks e Before	36 weeks ended 31 December 2020 Before			36 weeks ended 2 January 2020 Before		
	exceptional and non- underlying items £m	Exceptional and non- underlying items £m	Total £m	exceptional and non- underlying items £m	Exceptional and non- underlying items £m	Total £m	
Revenue	114.9	-	114.9	360.2	-	360.2	
Cost of sales	(42.8)	-	(42.8)	(95.3)	-	(95.3)	
Gross profit	72.1	-	72.1	264.9	-	264.9	
Administrative expenses	(60.5)	-	(60.5)	(85.0)	-	(85.0)	
EBITDA	11.6	-	11.6	179.9	-	179.9	
Depreciation and amortisation	(41.9)	-	(41.9)	(41.0)	-	(41.0)	
Total operating expenses	(102.4)	-	(102.4)	(126.0)	-	(126.0)	
Operating (loss)/profit	(30.3)	-	(30.3)	138.9	-	138.9	
Finance income	0.1	-	0.1	0.3	-	0.3	
Finance expense	(71.3)	(2.4)	(73.7)	(65.2)	-	(65.2)	
(Loss)/profit before taxation	(101.5)	(2.4)	(103.9)	74.0	-	74.0	
Taxation	-	-	-	-	-	-	
(Loss)/profit for the period attributable to equity shareholders	(101.5)	(2.4)	(103.9)	74.0	-	74.0	

Finance expense in the 36 weeks ended 31 December 2020 includes amortisation of deferred issue costs of £2.5 million (FY20: £2.4 million).

Exceptional/non-underlying items in the 36 weeks ended 31 December 2020 represent fees incurred to obtain a waiver of the covenants on the Group's secured debt.

# Unaudited income statement for the 12 weeks ended 31 December 2020

	12 weeks ended 31 December 2020			12 weeks ended 2 January 2020		
	Before			Before		
	exceptional	Exceptional		exceptional	Exceptional	
	and non-	and non-		and non-	and non-	
	underlying	underlying		underlying	underlying	
	items	items	Total	items	items	Total
	£m	£m	£m	£m	£m	£m
Revenue	33.4	-	33.4	125.1	-	125.1
Cost of sales	(15.7)	-	(15.7)	(33.0)	-	(33.0)
Gross profit	17.7	-	17.7	92.1	-	92.1
Administrative expenses	(19.4)	-	(19.4)	(30.0)	-	(30.0)
EBITDA	(1.7)	-	(1.7)	62.1	-	62.1
Depreciation and amortisation	(17.0)	-	(17.0)	(13.7)	-	(13.7)
Total operating expenses	(36.4)	-	(36.4)	(43.7)	-	(43.7)
Operating (loss)/profit	(18.7)	-	(18.7)	48.4	-	48.4
Finance income	0.1	-	0.1	0.1	-	0.1
Finance expense	(23.4)	(0.5)	(23.9)	(21.6)	-	(21.6)
(Loss)/profit before taxation	(42.0)	(0.5)	(42.5)	26.9	-	26.9
Taxation	-	-	-	-	-	-
(Loss)/profit for the period attributable to equity shareholders	(42.0)	(0.5)	(42.5)	26.9	-	26.9

# Unaudited balance sheet as at 31 December 2020

	As at 31 December 2020 £m	As at 2 January 2020 £m
Assets		
Non-current assets		
Goodwill	157.5	157.5
Other intangible assets	141.2	145.7
Property, plant and equipment	1,460.8	1,476.3
Right-of-use assets	32.2	30.2
Deferred tax asset	0.4	0.2
	1,792.1	1,809.9
Current assets		
Inventories	3.6	4.2
Trade and other receivables	13.8	13.3
Current tax asset	2.6	10.9
Cash and cash equivalents	53.2	30.7
Liabilities Current liabilities	73.2	59.1
Borrowings		(0.3)
Trade and other payables	(201.9)	(152.3)
	(201.9)	(152.6)
Net current liabilities	(128.7)	(93.5)
Non-current liabilities		
Borrowings	(1,899.5)	(1,880.6)
Lease liabilities	(36.8)	(33.9)
Retirement benefit obligations	(1.3)	(0.9)
Deferred tax liability	(111.1)	(97.3)
	(2,048.7)	(2,012.7)
Net liabilities	(385.3)	(296.3)
Equity		
Equity share capital	1.0	1.0
Share premium	69.0	-
Other reserve	(154.0)	(154.0)
Retained earnings	(301.3)	(143.3)
Total equity	(385.3)	(296.3)

Current trade and other payables include interest and capital accruals totalling £38.0 million (2 January 2020: £39.1 million) and taxation group relief creditors of £1.8 million (2 January 2020: £nil).

# Unaudited cash flow statement for the 36 weeks ended 31 December 2020

	36 weeks ended 31 December 2020 £m	36 weeks ended 2 January 2020 £m	12 weeks ended 31 December 2020 £m	12 weeks ended 2 January 2020 £m
Cash flows from/(used in) operating activities	2111	2111	2111	2111
Operating (loss)/profit	(30.3)	138.9	(18.7)	48.4
Depreciation and amortisation	41.9	41.0	17.0	13.7
Working capital movements	32.4	(49.0)	(39.5)	(40.3)
Difference between the pension charge and contributions	(0.3)	(0.4)	(0.1)	(0.1)
Corporation tax refunded/(paid) and payments for group relief	6.0	(11.4)	(0.1)	(0.1)
Net cash from/(used in) operating activities	49.7	119.1	(41.3)	21.7
Net cash nonn(asea in) operating activities	40.7	110.1	(41.0)	
Cash flows used in investing activities				
Purchase of property, plant and equipment	(23.6)	(39.4)	(8.3)	(14.2)
Interest received	0.1	0.3	0.1	0.1
Net cash used in investing activities	(23.5)	(39.1)	(8.2)	(14.1)
not oddi dodd iii iiivoddiig dddviddo	(20.0)	(661.)	(0.2)	( )
Cash flows used in financing activities				
Repayment of external borrowings	(230.1)	(0.1)	(0.1)	_
Proceeds from external borrowings	250.0	-	-	_
Issue costs on secured debt	(4.1)	(0.3)	(1.2)	_
Break costs on secured debt	(2.5)	-	` -	_
Covenant waiver fees	(2.1)	_	(0.2)	_
Interest paid	(48.1)	(50.1)	(1.0)	-
Repayment of lease liabilities	` -	(0.2)	` -	(0.2)
Dividends paid	-	(58.8)	-	(9.9)
Equity contribution	27.5	-	-	-
Net cash used in financing activities	(9.4)	(109.5)	(2.5)	(10.1)
Net increase/(decrease) in cash and cash equivalents	16.8	(29.5)	(52.0)	(2.5)
Cash and cash equivalents at the beginning of the period	36.4	60.2	105.2	33.2
Cash and cash equivalents at the end of the period	53.2	30.7	53.2	30.7
Reconciliation of net cash flow to movement in net debt				
Increase/(decrease) in cash and cash equivalents	16.8	(29.5)	(52.0)	(2.5)
Cash (inflow)/outflow from movement in debt	(19.9)	0.1	` 0.1 <sup>´</sup>	· -
Change in net debt resulting from cash flows	(3.1)	(29.4)	(51.9)	(2.5)
Non-cash movements and deferred issue costs	1.7	(1.4)	(1.7)	(0.5)
Movement in net debt in the period	(1.4)	(30.8)	(53.6)	(3.0)
Net debt at the beginning of the period	(1,844.9)	(1,819.4)	(1,792.7)	(1,847.2)
Net debt at the end of the period	(1,846.3)	(1.850.2)	(1,846.3)	(1,850.2)

# **Definitions**

EBITDA (Earnings before interest, taxation, depreciation and amortisation) is before exceptional/non-underlying items.

Occupancy is the average number of units of accommodation occupied as a percentage of the total number available.

ADR (Average Daily Rate) is the average daily rent (excluding VAT) achieved based on total accommodation income divided by the total number of lodge nights sold.

RevPAL (Rent per available lodge night) is the average daily rent (excluding VAT) achieved based on the total accommodation income divided by the total available number of lodge nights.

Net debt represents borrowings less cash and cash equivalents.