

# Center Parcs Investor Presentation 27 June 2019

Results for the 52 weeks to 25 April 2019



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# Section 1

## UK Group Overview



# Center Parcs Overview

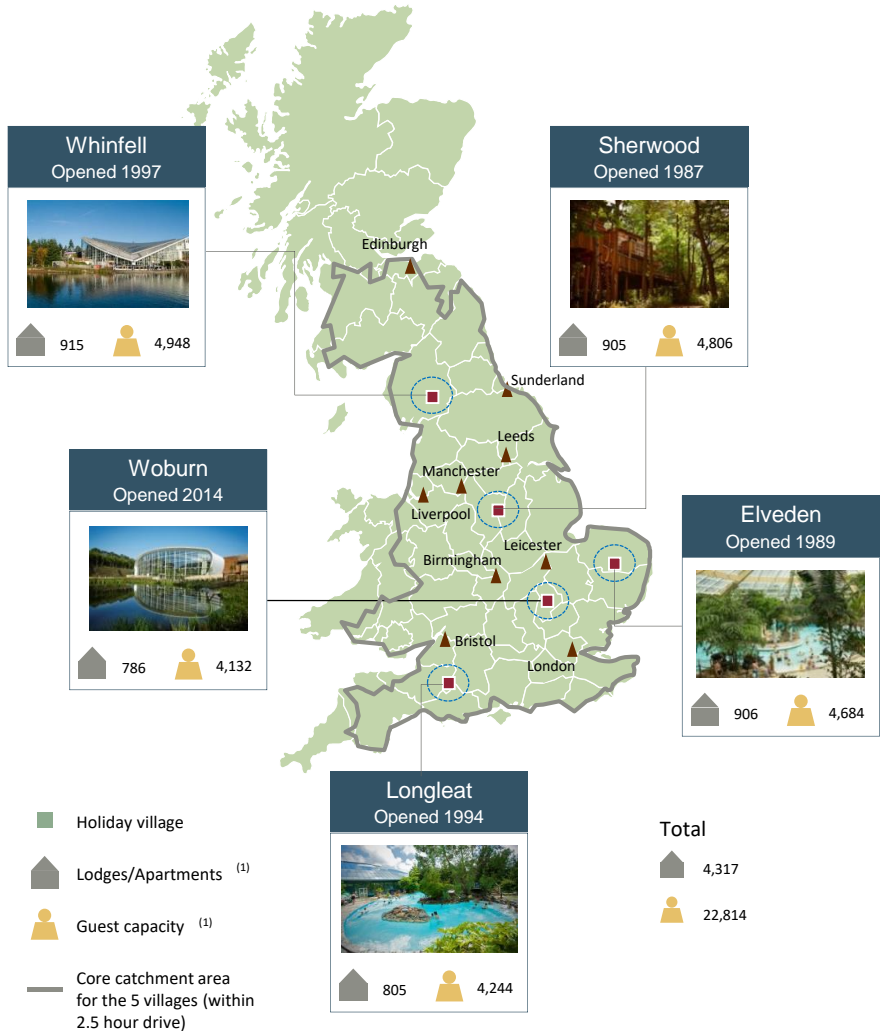
## FY19 Full Year Highlights

Like-for-like 52 weeks ended 25 April 2019

- Strong results further demonstrating the business' resilience, high margins and healthy cash generation.
- Revenue and EBITDA growth of +4.0% and +3.1% to £480.2m and £232.6m.
- ADR and RevPAL growth of +3.1% and +2.6%.
- Occupancy remains high at 97.1% (FY18: 97.6%)

## Outlook

- Good start to FY20 with 54% of accommodation capacity booked <sup>(2)</sup> versus 53% at the same time last year.
- ADR growth on forward bookings is currently ahead <sup>(2)</sup> of that seen during the 52 weeks ended 25 April 2019



(1) As at 25 April 2019  
 (2) Bookings and ADR as at 24 June 2019


# Section 2


## Key Financial Highlights



# Key Financial Highlights: Financial Year 2019



		Full Year FY19	% change v FY18 (53 weeks)	% change v FY18 (52 weeks)
Revenue		£480.2m	+ 2.4%	+ 4.0%
EBITDA		£232.6m	+1.8%	+ 3.1%
Operating Margin		48.4%	- 0.3%	- 0.5%

Occupancy		97.1%	- 0.5%	- 0.5%
ADR		£191.74	+ 3.7%	+ 3.1%
RevPAL		£186.08	+ 3.1%	+ 2.6%

**Results Demonstrate Strong Business Resilience**

# Revenue Performance: Financial Year 2019



	Full Year FY19	% change v FY18 (53 weeks)	% change v FY18 (52 weeks)
<b><u>Revenue</u></b>	<b><u>£m</u></b>		
<b>Accommodation</b>	290.6	+3.8%	+5.3%
<b>On-village</b>	189.6	+0.3%	+2.1%
<b>Total</b>	<b>480.2</b>	<b>+2.4%</b>	<b>+4.0%</b>

**Full Year Growth in Accommodation and On-village Revenue**

# Village Performance: Full Year



	Sherwood Forest	Elveden Forest	Longleat Forest	Whinfell Forest	Woburn Forest	Central Overheads	Group
<b><u>FY19 (52 weeks)</u></b>							
<b>Revenue</b>	£100.8m	£100.9m	£92.2m	£91.1m	£95.2m	-	<b>£480.2m</b>
<b>EBITDA</b>	£56.7m	£54.2m	£50.3m	£47.1m	£50.2m	£(25.9)m	<b>£232.6m</b>
<b>Occupancy</b>	96.9%	97.0%	96.4%	97.9%	97.1%	-	<b>97.1%</b>
<b><u>Variance to FY18 (52 week like-for-like basis)</u></b>							
<b>Revenue</b>	+4.0%	+5.9%	+2.1%	+4.4%	+3.6%	-	<b>+4.0%</b>
<b>EBITDA</b>	+3.5%	+4.4%	+2.9%	+3.1%	+2.9%	+6.1%	<b>+3.1%</b>
<b>Occupancy</b>	<b>(0.9)%</b>	<b>(0.7)%</b>	<b>(0.9)%</b>	<b>+0.3%</b>	<b>(0.2)%</b>	-	<b>(0.5)%</b>

- Occupancy:** Lodges off-line for upgrade at Sherwood, Elveden and Longleat
- Revenue:** Broadly consistent underlying growth at all villages
- Central:** Increased marketing costs reflecting additional accommodation capacity



# Financial Ratios and Covenants

<b>1.</b>	<b>Free Cash Flow £m</b>	<b>52 weeks to 25 April 2019</b>
	EBITDA	232.6
	Change in working capital	7.2
	Tax paid and payments for Group Relief	(14.0)
	Covenanted Maintenance capital <sup>(1)</sup>	(18.5)
	<b>Free Cash Flow</b>	<b>207.3</b>
<b>2.</b>	<b>Pro-forma Debt Service</b>	<b>£m</b>
	Class A Interest payable items <sup>(2)</sup>	58.3
	Class B total Interest payable	32.6
	<b>Total Interest Payable Items</b>	<b>90.9</b>

<sup>(1)</sup> As per covenant definition of minimum spend required

<sup>(2)</sup> Includes liquidity facility fees and is net of interest receivable

# Financial Ratios and Covenants

3. Financing Ratios	£m <sup>(1)</sup>	EBITDA Multiple
<b>Gross Debt</b>	<b>1,889.9</b>	<b>8.1x</b>
Cash	(60.2)	
<b>Net Debt</b>	<b>1,829.7</b>	<b>7.9x</b>

4. Financial Covenants	Actual	Default Covenant	Restricted Payment Condition Test
<b>(i) Class A - FCF : DSCR</b>	3.6x	1.1x	1.35x
<b>(ii) Class B - FCF : DSCR</b>	2.3x	1.0x	-

**Significant Headroom Versus Debt Service Covenants**

<sup>(1)</sup> Excludes debt issue costs and the premium on the A4 notes

# Section 3

## Capital Investment



# Capital Investment: Financial Year 2019

	Full Year FY19 £m	Full Year FY18 £m
<b>Investment Projects</b>	16.7	22.2
<b>Accommodation upgrades</b>	12.1	12.0
<b>New Builds</b>	10.3	24.6
<b>Total Investment Capital</b>	39.1	58.8
<b>Maintenance Capital</b>	27.1	25.7
<b>Total Capital Investment</b>	66.2	84.5

**Capital Investment Continues To Plan**

# New Build Update

## Whinfell Forest – New Build Programme



2 Bedroom Executive Lodge

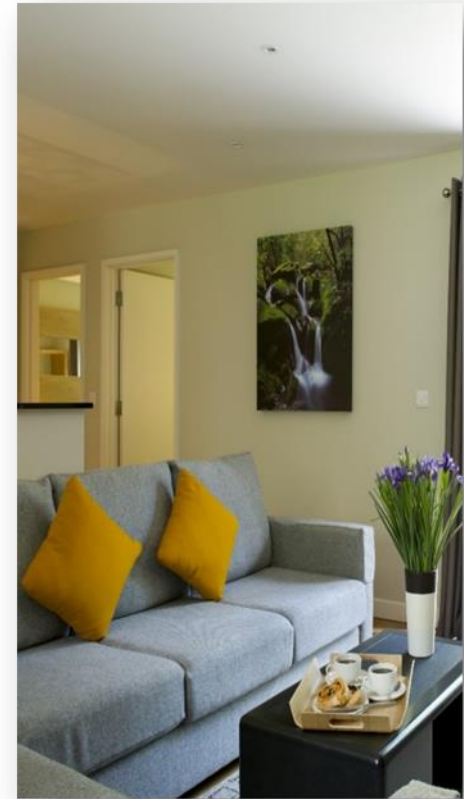
# New Build Update

## Whinfell Forest – New Build Programme



4 Bedroom DDA Lodge and 2 Bedroom DDA Lodge

# Accommodation Upgrades – Project Summer

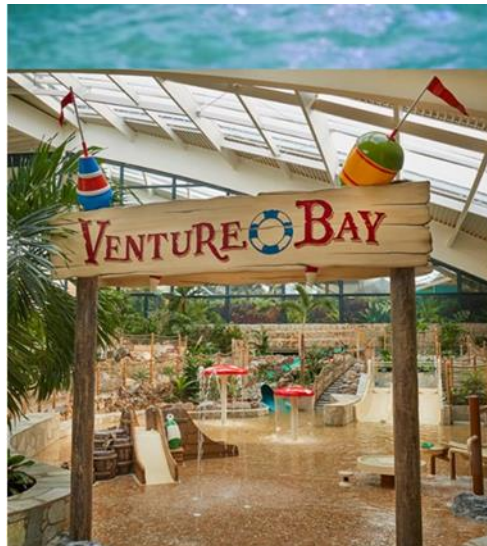


**1,447 Lodges Upgraded to the “Summer” Standard as at 25 April 2019**

# Village Capital Projects – Tropical Cyclone Sherwood Forest



***Tropical Cyclone*** opened by two-time Olympic gold medallist swimming champion, Rebecca Adlington on 5 March 2019, and is one of the largest interactive four-person raft rides in Europe



## ***Venture Bay and Venture Harbour***

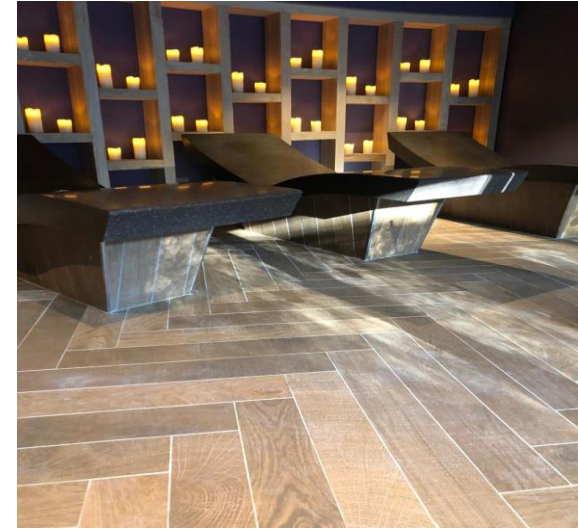
A family water play area and a toddler play area and pool



# Village Capital Projects – Longleat Forest Aqua Park



# Village Capital Projects – Longleat Forest Aqua Sana



# Section 4

## Ireland Update



# Ireland Update

- New Ireland development is nearing completion and due to open to paying guests in July 2019
- Project on time and to budget
- Legal structure completely outside UK Whole Business Securitisation with separate development funding

# Ireland Update



# Section 5

## Summary



# Summary

- *Strong results further demonstrating the business' resilience, high margins and healthy cash generation*
- *Revenue, EBITDA and ADR Growth of +4.0%, +3.1% and +3.1%*
- *Good start to FY20 with bookings ahead of the same time last year and ADR growth currently ahead of that seen in the 52 weeks ended 25 April 2019*

# Financial Calendar and Contacts

## Financial Calendar

- **Late August 2019**  
Quarter 1 results FY20 for 12 weeks to 18 July 2019
  
- **November 2019**  
Quarter 2 results FY20 for 24 weeks to 10 October 2019

## Contacts

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