

# Center Parcs Investor Presentation

Results for the 24 weeks to 10 October 2019

13 November 2019

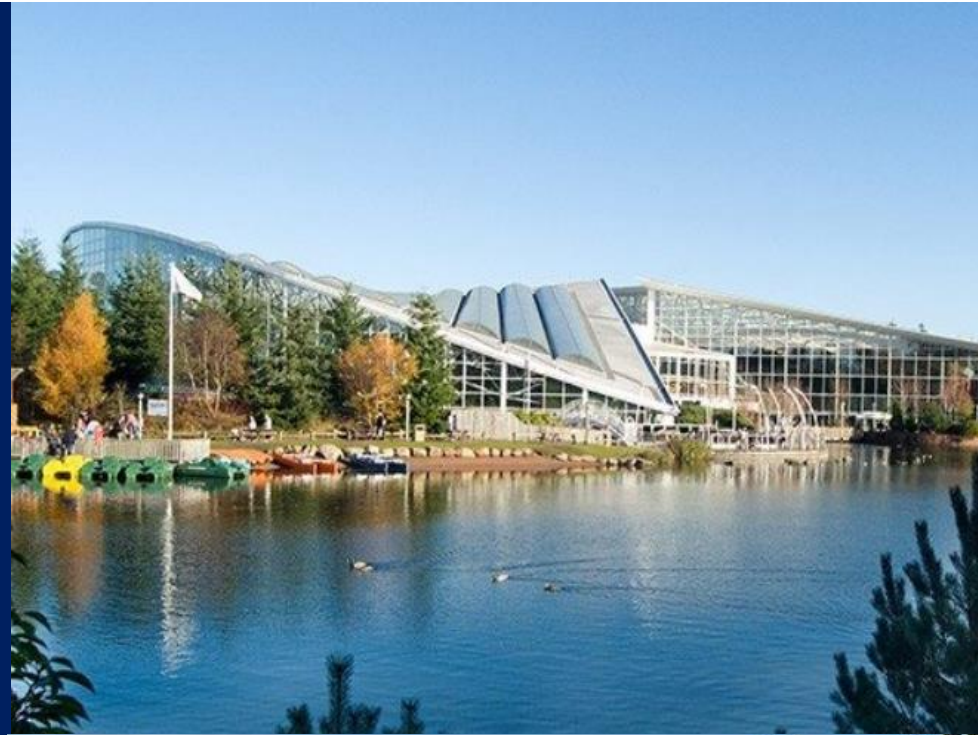


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# Section 1

## UK Group Overview



# Center Parcs Overview

## FY20 H1 Highlights

24 weeks ended 10 October 2019

- ✔ Solid results further demonstrating the business' resilience, high margins and healthy cash generation
- ✔ Revenue and EBITDA growth of +4.3% and +3.0% to £235.1m and £117.8m
- ✔ ADR and RevPAL growth of +4.6% and +4.2%
- ✔ Occupancy remains high at 98.2%

## Outlook

- ✔ 80% of current year capacity now booked <sup>[2]</sup>
- ✔ ADR continues to be ahead of that achieved in the prior year to 25 April 2019 <sup>[2]</sup>



(1) As at 10 October 2019

(2) Bookings and ADR as at 8 November 2019

# Section 2

## Key Financial Highlights



# Key Financial Highlights: Q2 and Half Year



Q2	% change vs FY19			YTD to Half Year	% change vs FY19
£125.2m	+3.8%	<b>Revenue</b>		£235.1m	+4.3%
£66.6m	+1.4%	<b>EBITDA</b>		£117.8m	+3.0%
53.2%	(1.3)%	<b>Operating Margin</b>		50.1%	(0.7)%

98.3%	(0.1)%	<b>Occupancy</b>		98.2%	(0.4)%
£219.99	+3.9%	<b>ADR</b>		£202.13	+4.6%
£216.19	+3.7%	<b>RevPAL</b>		£198.43	+4.2%

**Results Demonstrate Continued Resilience**

# Revenue Performance: Q2 and Half Year

Q2	% change v FY19		YTD to Half Year	% change v FY19
<u>£m</u>		<u>Revenue</u>	<u>£m</u>	
78.5	+4.7%	<b>Accommodation</b>	144.0	+5.1%
46.7	+2.4%	<b>On-village</b>	91.1	+3.1%
<b>125.2</b>	<b>+3.8%</b>	<b>Total</b>	<b>235.1</b>	<b>+4.3%</b>

**Continued Growth in Accommodation and On-village Revenue**

# Village Performance: Half Year



	Sherwood Forest	Elveden Forest	Longleat Forest	Whinfell Forest	Woburn Forest	Central Overheads	Group
<b>Revenue</b>	£49.3m	£48.9m	£45.7m	£44.9m	£46.3m	-	<b>£235.1m</b>
<b>EBITDA</b>	£28.5m	£27.2m	£25.5m	£23.9m	£25.1m	£(12.4)m	<b>£117.8m</b>
<b>Occupancy</b>	98.2%	99.0%	99.4%	96.9%	97.4%	-	<b>98.2%</b>

## Variance to FY19

<b>Revenue</b>	+5.8%	+3.2%	+3.2%	+5.6%	+4.0%	-	<b>+4.3%</b>
<b>EBITDA</b>	+5.2%	+2.6%	+0.4%	+3.9%	+2.9%	+3.3%	<b>+3.0%</b>
<b>Occupancy</b>	<b>+0.8%</b>	<b>+0.7%</b>	<b>+0.2%</b>	<b>(2.4)%</b>	<b>(1.3)%</b>	-	<b>(0.4)%</b>

- Occupancy:** Lodges off-line for refurbishment at Whinfell, Woburn lodges off-line during construction of additional lodges
- Revenue:** Broadly consistent underlying growth at all villages
- EBITDA:** Longleat, impact of Aqua Sana extension and refurbishment
- Central:** Increase in line with inflation



# Financial Ratios and Covenants

<b>1.</b>	<b>Free Cash Flow £m</b>	<b>52 weeks to 10 October 2019</b>
	EBITDA	236.0
	Change in working capital	7.1
	Tax paid and payments for Group Relief	(25.4)
	Covenanted Maintenance capital <sup>(1)</sup>	(18.5)
	<b>Free Cash Flow</b>	<b>199.2</b>
<b>2.</b>	<b>Pro-forma Debt Service</b>	<b>£m</b>
	Class A Interest payable items <sup>(2)</sup>	58.2
	Class B total Interest payable	32.6
	<b>Total Interest Payable Items</b>	<b>90.8</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>1,889.8</b>	<b>8.0x</b>
Cash	(33.2)	
<b>Net Debt</b>	<b>1,856.6</b>	<b>7.9x</b>

4. Financial Covenants	Actual	Default Covenant	Restricted Payment Condition Test
<b>(i) Class A - FCF : DSCR</b>	3.4x	1.1x	1.35x
<b>(ii) Class B - FCF : DSCR</b>	2.2x	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: Half Year

	YTD to Half Year £m	Same time last year £m
<b>Investment Projects</b>	3.0	9.1
<b>Accommodation Upgrades</b>	4.3	3.3
<b>New Builds</b>	2.7	5.6
<b>Total Investment Capital</b>	10.0	18.0
<b>Maintenance Capital</b>	12.1	10.8
<b>Total Capital Investment</b>	22.1	28.8

**Capital Investment Continues To Plan**

# New Build Update

## Woburn Forest – New Build Programme

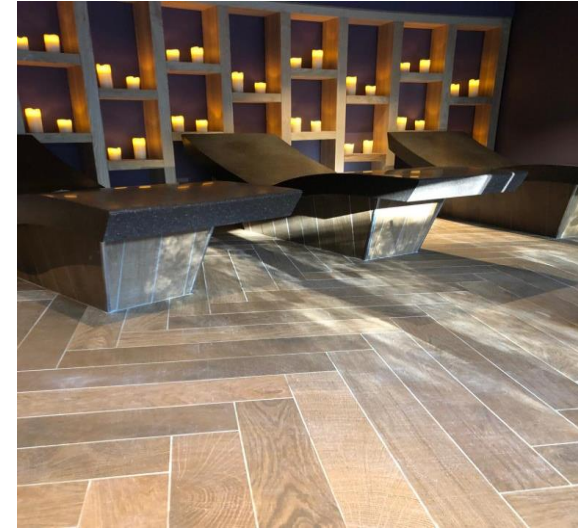


# Accommodation Upgrades – Project Summer



**1,530 Lodges Upgraded to the “Summer” Standard as at 10 October 2019**

# Village Capital Projects – Longleat Forest Aqua Sana



# Section 4

## Ireland Update





# Ireland Update

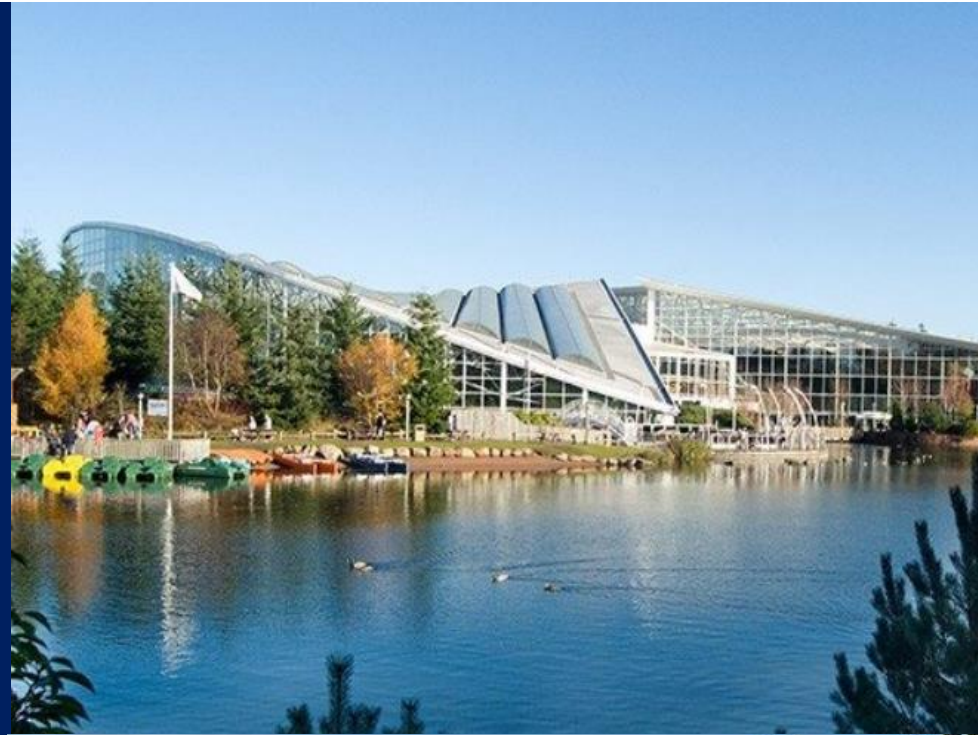
- New Ireland village opened to paying guests on 29 July 2019
- Construction on time and to budget
- Legal structure completely outside UK Whole Business Securitisation with separate development funding

# Ireland Update



# Section 5

## Summary



# Summary

- *Solid results demonstrating the business' resilience, high margins and healthy cash generation*
- *Revenue, EBITDA and ADR Growth of +4.3%, +3.0% and +4.6%*
- *80% of this financial year's capacity is now booked and ADR continues to be higher than that achieved during the prior year ended 25 April 2019*

# Financial Calendar and Contacts

## Financial Calendar

- **Mid February 2020**  
Quarter 3 results FY20 for 36 weeks to 2 January 2020
  
- **July 2020**  
Full year results FY20 for 52 weeks to 23 April 2020

## Contacts

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