



## CPUK FINANCE LIMITED

### Operating and financial review for the 36 weeks ended 28 December 2017

*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 28 December 2017.*

*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.*

### **Financial highlights**

#### 36 weeks ended 28 December 2017

- YTD revenue up 4.9% to £327.9 million (2016/17: £312.6 million) and EBITDA up 4.8% to £162.7 million (2016/17: £155.2 million).
- YTD ADR and RevPAL up 3.6% and 4.7% to £191.74 and £188.04 respectively (2016/17: £185.16 and £179.59 respectively).
- Strong occupancy of 98.1%, 110bps higher than the comparative period in the prior year when more units of accommodation were off-line for upgrade.

#### 12 weeks ended 28 December 2017

- Q3 revenue and EBITDA growth of 5.8% and 6.7% to £110.4 million and £52.6 million respectively (2016/17: £104.3 million and £49.3 million respectively).
- The Group's accelerated capital investment programme has continued, with 28 new lodges opening during the quarter.

### **Key performance indicators**

	<u>2017/18</u> <u>36 weeks</u>	<u>2016/17</u> <u>36 weeks</u>	<u>Variance</u>
Revenue	£327.9m	£312.6m	4.9%
EBITDA	£162.7m	£155.2m	4.8%
Occupancy	98.1%	97.0%	1.1%
ADR	£191.74	£185.16	3.6%
RevPAL	£188.04	£179.59	4.7%

	<u>2017/18</u> <u>Q3</u>	<u>2016/17</u> <u>Q3</u>	<u>Variance</u>
Revenue	£110.4m	£104.3m	5.8%
EBITDA	£52.6m	£49.3m	6.7%
Occupancy	97.6%	96.8%	0.8%
ADR	£193.03	£185.71	3.9%
RevPAL	£188.47	£179.79	4.8%

## **Results of operations for the 36-week period ended 28 December 2017**

### ***Revenue***

Revenue increased by £15.3 million, or 4.9%, to £327.9 million in the 36-week period ended 28 December 2017 compared to £312.6 million in the 36-week period ended 29 December 2016. This increase was the result of a 5.3% increase in accommodation revenue and an increase in on-village revenue of 4.3%.

The number of units of accommodation at 28 December 2017 was 4,224 compared to 4,117 at 29 December 2016. The movement reflects the construction of 107 new units of accommodation during the 2017 calendar year.

Occupancy increased from 97.0% to 98.1% reflecting the lower number of units of accommodation offline for upgrade during the 36-week period. Approximately 1.2% of the Group's accommodation was offline in the 36 weeks ended 28 December 2017, compared with approximately 2.5% in the 36 weeks ended 29 December 2016.

ADR growth continued at all five villages, and overall ADR increased by 3.6% to £191.74 in the 36 weeks ended 28 December 2017 compared to the 36 weeks ended 29 December 2016. This increase, combined with the higher occupancy rate, delivered RevPAL growth of 4.7% to £188.04 in the 36 weeks ended 28 December 2017.

### ***Cost of sales***

Cost of sales increased to £85.1 million in the 36 weeks ended 28 December 2017 (2016/17: £81.0 million). This is in line with the increase in on-village revenue and includes the impact of the increased National Living Wage from 1 April 2017.

### ***Administrative expenses***

Administrative expenses increased to £80.1 million in the 36 weeks ended 28 December 2017 (2016/17: £76.4 million). This was driven by an increase in business rates year over year.

### ***EBITDA***

As a result of the factors outlined above, EBITDA grew by £7.5 million or 4.8% in comparison to the prior year.

EBITDA for the 52 weeks ended 28 December 2017 was £220.6 million.

### ***Depreciation and amortisation***

Depreciation and amortisation for the 36 weeks ended 28 December 2017 was £34.8 million, an increase of £2.4 million compared to the 36 weeks ended 29 December 2016. This increase reflects the Group's ongoing capital investment programme.

### ***Finance costs and income***

On 15 June 2017 the Group issued £100.0 million of additional A4 secured notes, £480.0 million of new B3 secured notes and £250.0 million of new B4 secured notes. Part of the proceeds was used to settle £560.0 million of B2 secured notes that had an expected maturity date of 28 August 2020. Make-whole costs of £26.9 million in respect of the settlement of the B2 secured notes have been recognised as an exceptional/non-underlying finance expense.

Following this refinancing, annual interest payable on the Group's secured debt is £82.4 million. All tranches of secured debt attract a fixed rate of interest.

Finance costs in the periods under review principally represent interest payable on the 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. Corporation tax of £0.8 million was paid during the 36 weeks ended 28 December 2017 (2016/17: £0.9 million).

## **Cash Flow**

As at 28 December 2017 the Group had cash and cash equivalents of £39.3 million (29 December 2016: £13.7 million) and negative working capital of £96.3 million (29 December 2016: £85.3 million). Working capital is defined as the net value of the Group's inventories, trade and other receivables and current trade and other payables (excluding taxation creditors and capital and interest accruals).

Net cash from operating activities was £132.7 million and net cash used in investing activities was £61.4 million in the 36 weeks ended 28 December 2017 (2016/17: £119.7 million and £73.1 million respectively).

As permitted under the terms of its financing, the Group declared and paid a dividend of £15.0 million during the quarter, bringing the total for the year-to-date to £267.0 million.

## **Investment Programme**

### ***Accommodation upgrades***

The latest phase of the 'Project Summer' refurbishment cycle commenced in November 2017, encompassing 21 lodges at Longleat. A further phase commenced in January 2018, covering 190 lodges at Elveden and Longleat.

As previously outlined, the Project Summer refurbishment cycle is a lighter touch refurbishment than the previous Project Spring programme, with accommodation units offline for roughly half the time and costs approximately half those of the previous upgrades.

### ***New builds***

22 lodges opened at Sherwood during the quarter under review.

Work is continuing on the redevelopment of the old Hotel site at Elveden, which will incorporate a new 51-bedroom apartment complex, nine three-bedroom Executive lodges (of which six opened during the quarter under review) and three Waterside lodges. This project is expected to be completed in Spring 2018.

Construction is also ongoing in respect of three Treehouses at Woburn. These are expected to be completed in Summer 2018.

The Group also has planning permission to construct 33 additional lodges at Whinfell and construction will commence in early 2018 with an anticipated completion date of Spring 2019.

## Financial covenants

### *Classes A and B*

Covenants have been calculated on a pro-forma basis, which assumes that the current (i.e. post-15 June 2017) financing structure and cost of debt was in place for the 52 weeks ended 28 December 2017.

The Class A FCF: DSCR was 4.2 times for the 52 weeks ended 28 December 2017 (covenant: 1.1 times) and the Class B FCF: DSCR was 2.6 times (covenant 1.0 times).

### *Class B*

The Consolidated Leverage Ratio (Gross Debt: EBITDA) was 8.0 times as at 28 December 2017.

The Directors certify that the calculations of the financial covenants and ratios are undertaken accurately and that the information in this report is true and accurate in all material respects. All covenants were satisfied as at 28 December 2017.

## 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 36 weeks ended 28 December 2017 the Group spent £15.3 million (2016/17: £15.1 million) on maintenance capital expenditure and £40.6 million (2016/17: £49.3 million) on investment capital expenditure, predominantly in respect of new build accommodation.

## Future outlook

Forward bookings for the Group remain ahead of the prior year with 91.1% of this financial year's capacity booked (2016/17: 90.8%) as at 18 January 2018. ADR growth on forward bookings is in line with that seen during the 36 weeks ended 28 December 2017.

The next operating and financial review will be for the 53 weeks ended 26 April 2017 and we expect this report will be published in early July 2018.

Colin McKinlay  
Chief Financial Officer

## Enquiries

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## Unaudited income statement for the 36 weeks ended 28 December 2017

	36 weeks ended 28 December 2017			36 weeks ended 29 December 2016		
	Before exceptional and non-underlying items £m	Exceptional and non-underlying items £m	Total £m	Before exceptional and non-underlying items £m	Exceptional and non-underlying items £m	Total £m
<b>Revenue</b>	<b>327.9</b>	-	<b>327.9</b>	<b>312.6</b>	-	<b>312.6</b>
Cost of sales	(85.1)	-	(85.1)	(81.0)	-	(81.0)
<b>Gross profit</b>	<b>242.8</b>	-	<b>242.8</b>	<b>231.6</b>	-	<b>231.6</b>
Administrative expenses	(80.1)	-	(80.1)	(76.4)	-	(76.4)
<b>EBITDA</b>	<b>162.7</b>	-	<b>162.7</b>	<b>155.2</b>	-	<b>155.2</b>
Depreciation and amortisation	(34.8)	-	(34.8)	(32.4)	-	(32.4)
Total operating expenses	(114.9)	-	(114.9)	(108.8)	-	(108.8)
<b>Operating profit</b>	<b>127.9</b>	-	<b>127.9</b>	<b>122.8</b>	-	<b>122.8</b>
Finance income	0.2	-	0.2	0.2	-	0.2
Finance expense	(60.3)	(26.9)	(87.2)	(62.1)	-	(62.1)
<b>Profit/(loss) before taxation</b>	<b>67.8</b>	<b>(26.9)</b>	<b>40.9</b>	<b>60.9</b>	-	<b>60.9</b>
Taxation	-	-	-	-	-	-
<b>Profit/(loss) for the period attributable to equity shareholders</b>	<b>67.8</b>	<b>(26.9)</b>	<b>40.9</b>	<b>60.9</b>	-	<b>60.9</b>

Finance expense in the 36 weeks ended 28 December 2017 includes amortisation of deferred issue costs of £2.5 million (2016/17: £2.7 million).

### Exceptional and non-underlying items

The £26.9 million exceptional/non-underlying finance expense in the current period represents make-whole costs in respect of the settlement of the B2 tranche of the Group's secured debt.

## Unaudited income statement for the 12 weeks ended 28 December 2017

	12 weeks ended 28 December 2017			12 weeks ended 29 December 2016		
	Before exceptional and non-underlying items £m	Exceptional and non-underlying items £m	Total £m	Before exceptional and non-underlying items £m	Exceptional and non-underlying items £m	Total £m
<b>Revenue</b>	<b>110.4</b>	-	<b>110.4</b>	<b>104.3</b>	-	<b>104.3</b>
Cost of sales	(29.3)	-	(29.3)	(28.0)	-	(28.0)
<b>Gross profit</b>	<b>81.1</b>	-	<b>81.1</b>	<b>76.3</b>	-	<b>76.3</b>
Administrative expenses	(28.5)	-	(28.5)	(27.0)	-	(27.0)
<b>EBITDA</b>	<b>52.6</b>	-	<b>52.6</b>	<b>49.3</b>	-	<b>49.3</b>
Depreciation and amortisation	(11.2)	-	(11.2)	(9.0)	-	(9.0)
Total operating expenses	(39.7)	-	(39.7)	(36.0)	-	(36.0)
<b>Operating profit</b>	<b>41.4</b>	-	<b>41.4</b>	<b>40.3</b>	-	<b>40.3</b>
Finance income	-	-	-	0.1	-	0.1
Finance expense	(19.5)	-	(19.5)	(20.5)	-	(20.5)
<b>Profit before taxation</b>	<b>21.9</b>	-	<b>21.9</b>	<b>19.9</b>	-	<b>19.9</b>
Taxation	-	-	-	-	-	-
<b>Profit for the period attributable to equity shareholders</b>	<b>21.9</b>	-	<b>21.9</b>	<b>19.9</b>	-	<b>19.9</b>

## Unaudited balance sheet as at 28 December 2017

	As at 28 December 2017 £m	As at 29 December 2016 £m
<b>Assets</b>		
<b>Non-current assets</b>		
Goodwill	157.5	157.5
Other intangible assets	135.9	131.6
Property, plant and equipment	1,473.0	1,441.6
Deferred tax asset	15.0	12.7
	<b>1,781.4</b>	<b>1,743.4</b>
<b>Current assets</b>		
Inventories	4.1	4.3
Trade and other receivables	13.9	14.0
Current tax asset	7.2	6.2
Cash and cash equivalents	39.3	13.7
	<b>64.5</b>	<b>38.2</b>
<b>Liabilities</b>		
<b>Current liabilities</b>		
Borrowings	(0.3)	(0.3)
Trade and other payables	(168.7)	(143.9)
	<b>(169.0)</b>	<b>(144.2)</b>
<b>Net current liabilities</b>	<b>(104.5)</b>	<b>(106.0)</b>
<b>Non-current liabilities</b>		
Borrowings	(1,747.4)	(1,468.5)
Retirement benefit obligations	(2.9)	(1.9)
Deferred tax liability	(95.0)	(99.6)
	<b>(1,845.3)</b>	<b>(1,570.0)</b>
<b>Net (liabilities)/assets</b>	<b>(168.4)</b>	<b>67.4</b>
<b>Equity</b>		
Equity share capital	1.0	1.0
Share premium	-	74.3
Other reserve	(154.0)	(154.0)
Retained earnings	(15.4)	146.1
<b>Total equity</b>	<b>(168.4)</b>	<b>67.4</b>

Current trade and other payables include interest and capital accruals totalling £35.5 million (29 December 2016: £34.8 million) and taxation group relief creditors of £18.9 million (29 December 2016: £5.5 million).

## Unaudited cash flow statement for the 36 weeks ended 28 December 2017

	36 weeks ended 28 December 2017 £m	36 weeks ended 29 December 2016 £m	12 weeks ended 28 December 2017 £m	12 weeks ended 29 December 2016 £m
<b>Cash flows from operating activities</b>				
Operating profit	127.9	122.8	41.4	40.3
Depreciation and amortisation	34.8	32.4	11.2	9.0
Working capital movements	(28.9)	(34.4)	(20.4)	(24.1)
Difference between the pension charge and contributions	(0.3)	(0.2)	(0.1)	(0.1)
Corporation tax paid	(0.8)	(0.9)	(0.2)	(0.3)
<b>Net cash from operating activities</b>	<b>132.7</b>	<b>119.7</b>	<b>31.9</b>	<b>24.8</b>
<b>Cash flows used in investing activities</b>				
Purchase of property, plant and equipment	(61.6)	(73.3)	(23.0)	(25.3)
Interest received	0.2	0.2	-	0.1
<b>Net cash used in investing activities</b>	<b>(61.4)</b>	<b>(73.1)</b>	<b>(23.0)</b>	<b>(25.2)</b>
<b>Cash flows used in financing activities</b>				
Repayment of external borrowings	(560.1)	(0.1)	-	-
Proceeds from external borrowings	839.5	-	-	-
Issue costs on secured debt	(8.9)	-	-	-
Break costs on secured debt	(26.9)	-	-	-
Interest paid	(42.6)	(43.4)	-	(0.2)
Dividends paid	(267.0)	(37.1)	(15.0)	(7.5)
<b>Net cash used in financing activities</b>	<b>(66.0)</b>	<b>(80.6)</b>	<b>(15.0)</b>	<b>(7.7)</b>
Net increase/(decrease) in cash and cash equivalents	5.3	(34.0)	(6.1)	(8.1)
Cash and cash equivalents at the beginning of the period	34.0	47.7	45.4	21.8
<b>Cash and cash equivalents at the end of the period</b>	<b>39.3</b>	<b>13.7</b>	<b>39.3</b>	<b>13.7</b>
<b>Reconciliation of net cash flow to movement in net debt</b>				
<b>Increase/(decrease) in cash and cash equivalents</b>	<b>5.3</b>	<b>(34.0)</b>	<b>(6.1)</b>	<b>(8.1)</b>
Cash (inflow)/outflow from movement in debt	(279.4)	0.1	-	-
<b>Change in net debt resulting from cash flows</b>	<b>(274.1)</b>	<b>(33.9)</b>	<b>(6.1)</b>	<b>(8.1)</b>
Non-cash movements and deferred issue costs	6.7	(2.7)	(0.9)	(0.9)
<b>Movement in net debt in the period</b>	<b>(267.4)</b>	<b>(36.6)</b>	<b>(7.0)</b>	<b>(9.0)</b>
Net debt at the beginning of the period	(1,441.0)	(1,418.5)	(1,701.4)	(1,446.1)
<b>Net debt at the end of the period</b>	<b>(1,708.4)</b>	<b>(1,455.1)</b>	<b>(1,708.4)</b>	<b>(1,455.1)</b>

Dividends paid was included in 'Cash flows used in investing activities' in the prior financial period but has been presented above in 'Cash flows used in financing activities' to conform to the classification in the current financial period.

## 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.