



Center Parcs

Investor Presentation

Results: 24 weeks to 5th October 2017

20th November 2017

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Section 1

UK Group overview



FY18 Highlights

Year to date (24 weeks to 5th October)

- ✓ Growth in accommodation revenue of 4.6%; on-village revenue growth of 4.1%.
- ✓ Total capex of £36.0m; including £15.0m in respect of new builds and £9.5m of maintenance capex.

Q2 Performance (12 weeks to 5th October)

- ✓ Q2 Revenue and EBITDA growth of 3.9% and 3.5% respectively.
- ✓ 73 new lodges opened during the quarter.

Outlook

Forward bookings⁽¹⁾ remain very strong

- ✓ **FY18** – 81.2% of FY18 capacity booked (FY17: 80.8%).
- ✓ **FY19** – Forward bookings and ADR growth consistent with current year trends.

(1) bookings as at 3rd November 2017

(2) as at 5th October 2017





Section 2

Key Financial Highlights





Q2	% change v FY17			YTD to Q2	% change v FY17
£118.5m	↑ 3.9%	Revenue		£217.5m	↑ 4.4%
£64.9m	↑ 3.5%	EBITDA		£110.1m	↑ 4.0%
54.8%	↔ (0.2)%	Operating Margin		50.6%	↔ (0.2)%
98.4%	↑ 0.5%	Occupancy		98.3%	↑ 1.2%
£213.41	↑ 3.2%	ADR		£191.10	↑ 3.4%
£209.98	↑ 3.7%	RevPAL		£187.83	↑ 4.6%



Q2	% change v FY17		YTD to Q2	% change v FY17
<u>£m</u>		<u>Revenue</u>	<u>£m</u>	
73.3	+4.0%	Accommodation	130.6	+4.6%
45.2	+3.9%	On-village	86.9	+4.1%
<u>118.5</u>	<u>+3.9%</u>	Total	<u>217.5</u>	<u>+4.4%</u>

 Good YoY growth in both accommodation and on-village revenue



			Sherwood	Elveden	Longleat	Whinfell	Woburn	Central Overheads	Group
1.	Occupancy		97.9%	98.6%	98.8%	98.7%	97.4%		98.3%
	% change v FY17		+1.4%	+1.6%	+2.0%	+1.3%	(0.5)%		+1.2%
2.	Revenue	£m	44.8	45.3	43.3	41.4	42.7		217.5
	% change v FY17		+4.9%	+3.4%	+5.6%	+4.0%	+4.1%		+4.4%
3.	EBITDA	£m	25.7	25.6	24.1	22.6	23.2	(11.1)	110.1
	% change v FY17		+4.5%	+4.1%	+4.8%	+3.2%	-	+2.6%	+4.0%

- Occupancy:** less accommodation off-line for upgrade than in the prior year. Woburn variance due to timing of new lodges coming on-line.
- Revenue:** underlying growth broadly consistent across all villages.
- EBITDA:** Broadly consistent underlying growth at all villages. Woburn impacted by higher increase in business rates.



1.

Free Cash Flow £m

12 months to
5th Oct 2017

EBITDA

217.2

Change in working capital

7.1

Tax paid

(1.1)

Covenanted Maintenance capital⁽¹⁾

(18.5)

FCF**204.7**

2.

Pro-forma Debt Service

£m

Class A Interest payable items⁽²⁾

50.0

Class B total Interest payable

32.6

Total Interest Payable Items**82.6**⁽¹⁾ As per covenant definition of minimum spend required⁽²⁾ Includes liquidity facility fees and is net of interest receivable



3.

Financing Ratios	£m ⁽¹⁾	EBITDA Multiple
Gross Debt	1,760.9	8.1x
Cash	(45.4)	
Net Debt	1,715.5	7.9x

4.

Financial Covenants	Actual	Default Covenant	RPC Test
(i) Class A - FCF : DSCR	4.1x	1.1x	1.35x
(ii) Class B - FCF : DSCR	2.5x	1.0x	

⁽¹⁾ Excludes debt issue costs and the premium on the A4 notes



✓ Gross debt: EBITDA multiple has reduced from 8.25x at the date of the June 2017 refinancing

Section 3

Capital Investment and Projects



	Same Time Last Year £m	YTD FY18 £m
Investment Projects	10.7	8.8
Accommodation upgrades	13.0	2.7
New Builds	7.4	15.0
Total Investment Capital	31.1	26.5
Maintenance Capital	7.3	9.5
Total Capital Investment	38.4	36.0



Capital investment continues to plan

⁽¹⁾ Capex numbers are based on a cost incurred rather than a cash flow basis



57 x Executive Lodges: Woburn Phase 2

All open by end of September 2017



10 x Executive Lodges: Whinfell

Opened by August 2017

**Elveden: 3 x Waterside lodges
51 x 1 bed Apartments
9 x 3 bed Executive Lodges**
Opening Spring 2018



Treehouses: Woburn (3 Treehouses)

Opening Summer 2018



“Project 900” – 28 x New builds at Sherwood



- Main building construction complete
- Cladding, stonework and internal fit-out in progress



- 6 lodges open September
- Remaining 22 lodges open in December



Refurbishment of accommodation

Average cost per
Lodge
£27,500



Total investment
£114 million
over 8 years



- 666 lodges already upgraded to the “Summer” standard
- The upgrade of 191 lodges at Sherwood and Whinfell commenced September 2017, and a further 21 lodge upgrades at Longleat commenced in November 2017.
- The upgrade of 190 lodges at Elveden and Longleat is scheduled to commence in January 2018.



8 year rolling investment programme



Sherwood Hucks



Longleat ParcMarket



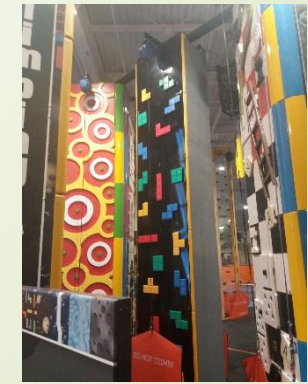
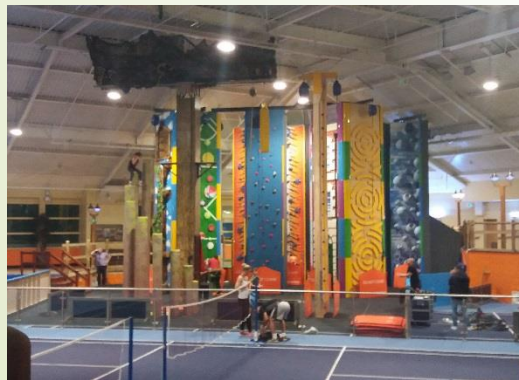
Whinfell Off Road explorers



Woburn Hucks



Woburn Street Karts



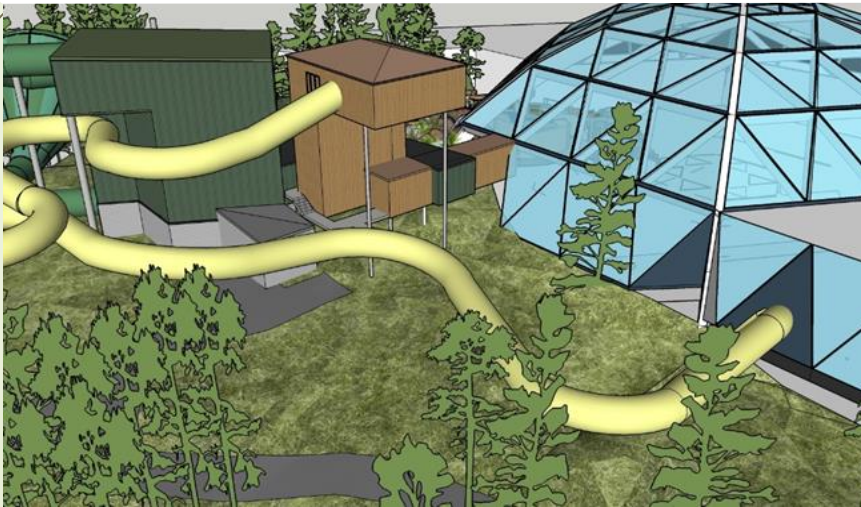
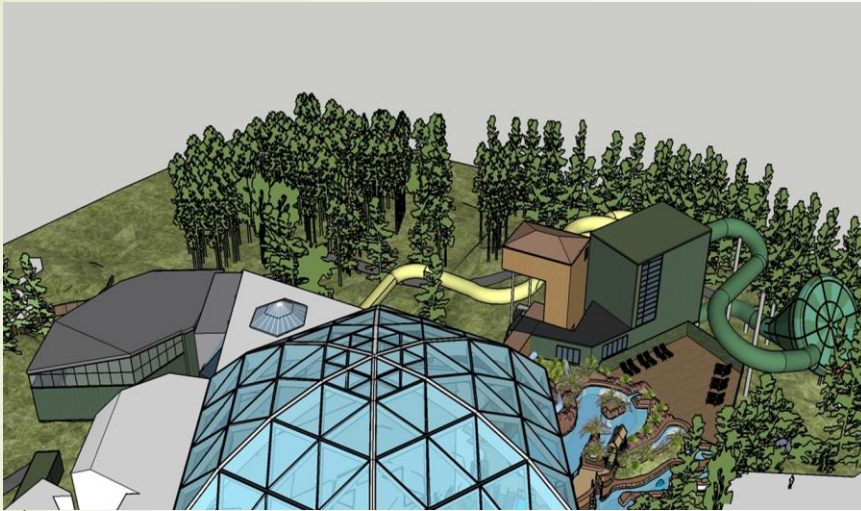
Elveden Indoor climbing adventure extension



Longleat Forest



Opened August 2017



- Enabling works began on site 5th September 2017. Due to open 2019.

Section 4

Summary



Q2 delivered excellent year on year EBITDA growth.



Year to date EBITDA +4.0%, (+£4.2m) ahead of prior year.



New lodges opened in Q2 will benefit the remainder of the year.



Ongoing investment capex programme delivering consistently good returns.



Strong forward bookings for the remainder of FY18.

Financial Calendar and Contacts



Financial Calendar

- **Early February 2018**
Quarter 3 results FY18 for 36 weeks to 28th December 2017
- **Early July 2018**
Full year results FY18 for 53 weeks to 26th April 2018

Contacts

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