

#### **MARSTON'S PUBS LIMITED**

## Quarterly Investor Report For the Period ended 2 January 2010

# This Quarterly Investor Report covers the results for Marston's Pubs Limited from 4 January 2009 to 2 January 2010

To: HSBC Trustee (C.I.) Limited (as **Borrower Security Trustee**, **Issuer Security Trustee**, and **Note** 

HSBC Bank plc (as Principal Paying Agent)

Standard & Poor's Rating Services

Fitch Ratings Limited

Terms defined in the Master Definitions and Construction Schedule (the *Master Definitions and Construction Schedule*) dated as of 9 August 2005 and amended and restated on 22 November 2007 and signed for the purposes of identification by Freshfields Bruckhaus Deringer and Linklaters shall bear the same meaning herein.

#### **Definitions:**

Q1 means the results for the Financial Quarter from 4 October 2009 to 2 January 2010

Q4 means the results for the Financial Quarter from 5 July 2009 to 3 October 2009

Q3 means the results for the Financial Quarter from 5 April 2009 to 4 July 2009

Q2 means the results for the Financial Quarter from 4 January 2009 to 4 April 2009

Relevant Period means Q1 + Q4; and Relevant Year means Q1 + Q4 + Q3 + Q2

## **Principal Debt Movements**

Principal Debt Movements on the Notes	Balance as at 3 October 2009 £m	Scheduled repayments made £m	Prepayments £m	Balance as at 2 January 2010 £m
Aggregate principal amount outstanding at the Financial Quarter Date	1,079.4	(4.6)	-	1,074.8
Class A1 Notes	189.7	(3.3)	-	186.4
Class A2 Notes	214.0	-	-	214.0
Class A3 Notes	200.0	-	-	200.0
Class A4 Notes	240.7	(1.3)	-	239.4
Class AB1 Notes	80.0	-	-	80.0
Class B Notes	155.0	-	-	155.0

Principal Debt Movements on the Term Advance	Balance as at 3 October 2009	Scheduled repayments made	Prepayments	Balance as at 2 January 2010
	£m	£m	£m	£m
Aggregate principal amount outstanding at the Financial Quarter Date	1,079.4	(4.6)	-	1,074.8
A1 Term Advance	189.7	(3.3)	-	186.4
A2 Term Advance	214.0	-	-	214.0
A3 Term Advance	200.0	-	-	200.0
A4 Term Advance	240.7	(1.3)	-	239.4
AB1 Term Advance	80.0	-	-	80.0
B Term Advance	155.0	-	-	155.0

## **Specific Trading Details**

Turnover for the 13 weeks comprising Q1 was £86.2m giving a total during the Relevant Year of £345.6m. EBITDA for the guarter was £30.2m giving a cumulative total of £126.0m.

	Tenanted (Q1) £m	Managed (Q1) £m	Total (Q1) £m	Relevant Period (Q1 + Q4) £m	Relevant Year (Q1 +Q4 +Q3+Q2) £m
Turnover	39.8	46.4	86.2	173.8	345.6
Operating expenses	22.3	38.0	60.3	120.5	237.8
Adjusted Operating Profit*	17.5	8.4	25.9	53.3	107.8
Operating Profit			23.1	47.8	96.7
EBITDA	19.5	10.7	30.2	62.4	126.0
Free Cash Flow			28.2	56.2	111.3
Debt Service			19.1	38.5	77.6

Before amortisation of goodwill

#### **Coverages and Covenants**

FCF DSCR was 1.4 times and the EBITDA to Debt Service ratio was 1.6 times for the Relevant Year and 1.5 times and 1.6 times respectively for the Relevant Period. The Debt Service Covenant and Restricted Payment Condition were satisfied.

	Relevant Period	Relevant Year	
	(Q1 + Q4)	(Q1 + Q4 + Q3 + Q2)	
Free Cash Flow: Debt Service	1.5 times	1.4 times	
EBITDA: Debt Service	1.6 times	1.6 times	
Debt Service covenant satisfied	Yes	Yes	
Restricted Payment Condition	Yes	Yes	
satisfied			

Net Worth as at 2 January 2010 was £519.6m. Restricted Payments of £11.3m were made in Q1 and £32.4m during the Relevant Year. The Restricted Payment Maximum at 2 January 2010 was £7.7m and no calculation of the Further Restricted Payment Maximum was required.

### **Maintenance and Capital Enhancement**

The cumulative Maintenance Expenditure\* in the Relevant Year was £17.0m and the Relevant Period was £8.4m. The Required Maintenance Amount\* for the Relevant Year was £13.9m.

Capital Enhancement Expenditure of £2.8m was made in Q1, £5.8m in the Relevant Year and £3.5m in the Relevant Period.

<sup>\*</sup>Maintenance includes both capital items and items expensed through the profit and loss account.

#### **Cash Balances**

Balances on the following accounts at 2 January 2010 were as follows:

	£m
Borrower Transaction Account	(11.5)
Disposals Proceeds Account	1.1
Maintenance Reserve Account	-
All other Obligor Accounts	57.9

Amounts available under the Liquidity Facility were £120m. No amounts were drawn under this facility.

#### **Estate**

	Tenanted	Managed	Total
	Number	Number	Number
Outlets at the beginning of Q1	1,584	254	1,838
Conversions from Managed to Tenanted	-	-	-
Conversion from Tenanted to Managed	-	-	-
Acquisitions and substitutions	-	17	17
Disposals	(7)	-	(7)
Outlets at the end of Q1	1,577	271	1,848

The aggregate proceeds from disposals were £1.2m for the quarter.

## **Accounting Policies**

Marston's PLC certifies that these financials comply with Generally Accepted Accounting Principles applied in the United Kingdom.

#### **Defaults**

Marston's PLC certifies that no Loan Event of Default or Potential Loan Event of Default has occurred.

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