



MARSTON'S

MARSTON'S PUBS LIMITED

Quarterly Investor Report
For the Period ended 28 March 2020

**This Quarterly Investor Report covers the results for Marston's Pubs Limited
from 29 December 2019 to 28 March 2020**

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

Q2 means the results for the Financial Quarter from 29 December 2019 to 28 March 2020
Q1 means the results for the Financial Quarter from 29 September 2019 to 28 December 2019
Q4 means the results for the Financial Quarter from 30 June 2019 to 28 September 2019
Q3 means the results for the Financial Quarter from 31 March 2019 to 29 June 2019

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

Principal Debt Movements

Principal Debt Movements on the Notes	Balance as at 28 December 2019 £m	Scheduled repayments made £m	Repurchases £m	Balance as at 28 March 2020 £m
Aggregate principal amount outstanding at the Financial Quarter Date	741.3	(8.3)	-	733.0
Class A1 Notes	13.3	(6.1)	-	7.2
Class A2 Notes	214.0	-	-	214.0
Class A3 Notes	200.0	-	-	200.0
Class A4 Notes	159.0	(2.2)	-	156.8
Class B Notes	155.0	-	-	155.0



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Principal Debt Movements on the Term Advance	Balance as at 28 December 2019 £m	Scheduled repayments made £m	Repurchases £m	Balance as at 28 March 2020 £m
Aggregate principal amount outstanding at the Financial Quarter Date	741.3	(8.3)	-	733.0
A1 Term Advance	13.3	(6.1)	-	7.2
A2 Term Advance	214.0	-	-	214.0
A3 Term Advance	200.0	-	-	200.0
A4 Term Advance	159.0	(2.2)	-	156.8
B Term Advance	155.0	-	-	155.0

Specific Trading Details

Turnover for the 13 weeks comprising Q2 was £79.4m giving a total during the Relevant Year of £393.3m. EBITDA for the quarter was £13.8m giving a cumulative total of £100.3m.

	Tenanted (Q2) £m	Managed (Q2) £m	Total (Q2) £m	Relevant Period (Q2 + Q1) £m	Relevant Year (Q2+Q1+Q4+Q3) £m
Turnover	32.6	46.8	79.4	178.5	393.3
Operating expenses	26.7	41.9	68.6	141.6	304.9
Adjusted Operating Profit*	5.9	4.9	10.8	36.9	88.4
Operating Profit			8.7	32.7	79.9
EBITDA	7.0	6.8	13.8	42.9	100.3
Free Cash Flow			14.9	44.2	98.9
Debt Service			18.7	36.1	73.0

* Before amortisation of goodwill

Coverages and Covenants

FCF DSCR was 1.4 times and the EBITDA to Debt Service ratio was 1.4 times for the Relevant Year and 1.2 times and 1.2 times respectively for the Relevant Period. The Debt Service Covenant was satisfied but the Restricted Payment Condition was not satisfied.

	Relevant Period (Q2 + Q1)	Relevant Year (Q2 + Q1 + Q4 + Q3)
Free Cash Flow: Debt Service	1.2 times	1.4 times
EBITDA: Debt Service	1.2 times	1.4 times
Debt Service Covenant satisfied	Yes	Yes
Restricted Payment Condition satisfied	No	No

Net Worth as at 28 March 2020 was £555.3m. Restricted Payments of £22.3m were made in Q2 and £42.2m during the Relevant Year. The Restricted Payment Maximum at 28 March 2020 was £59.7m and no calculation of the Further Restricted Payment Maximum was required.



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Maintenance and Capital Enhancement

The cumulative Maintenance Expenditure* in the Relevant Year was £23.9m and the Relevant Period was £11.3m. The Required Maintenance Amount* for the Relevant Year was £15.1m.

Capital Enhancement Expenditure of £5.4m was made in Q2, £33.8m in the Relevant Year and £13.6m in the Relevant Period.

**Maintenance includes both capital items and items expensed through the profit and loss account.*

Cash Balances

Balances on the following accounts at 28 March 2020 were as follows:

	£m
Borrower Transaction Account	13.8
Disposals Proceeds Account	0.1
Maintenance Reserve Account	-
All other Obligor Accounts	7.7

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

Estate

	Tenanted Number	Managed Number	Total Number
Outlets at the beginning of Q2	704	274	978
Conversions from Managed to Tenanted	-	-	-
Conversion from Tenanted to Managed	-	-	-
Acquisitions and substitutions	-	-	-
Disposals	(27)	(1)	(28)
Outlets at the end of Q2	677	273	950

The aggregate proceeds from disposals were £12.0m 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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