# **TVL FINANCE PLC**

# **FY 2017 - PERIOD ENDED 28 JUNE 2017**

# **REPORT TO NOTEHOLDERS**

£261,000,000 8.5% SENIOR SECURED NOTES DUE 2023 £165,000,000 SENIOR SECURED FLOATING RATE NOTES DUE 2023

(the "Notes")

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Capitalised terms not otherwise defined in this Interim Report shall have the meanings assigned to such terms in the offering memorandum of TVL Finance PLC relating to the Notes dated 29 April 2016 (the "Offering Memorandum").

#### PRESENTATION OF FINANCIAL DATA

The report summarises the consolidated financial data and operating data from the consolidated financial statements of Thame & London Limited and its subsidiaries ("the Group") which include TVL Finance PLC. For management reporting purposes we use a 5-4-4 week accounting calendar. This accounting method divides our fiscal year into four quarters, each comprising two period of four weeks and one period of five weeks. We have adopted this accounting method because it allows us to manage our business on the basis of 52 weekly periods which consistently end on the same weekday. In order to align this method with our statutory annual accounting period on the basis of a calendar year from 1 January to 31 December, we make certain adjustments to our results in the last period of each fiscal year. The Group will continue to present its consolidated financial statements going forward and will apply similar adjustments, in accordance with IFRS, to its interim financial statements.

The summary financial information provided has been derived from our records for the 26 week accounting period from 1 January 2017 to 28 June 2017 (prior year from 1 January 2016 to 29 June 2016), which are maintained in accordance with International Financial Reporting Standards ("IFRS").

We have presented certain non-IFRS information in this quarterly report. This information includes "Consolidated EBITDA", which represents earnings before interest, tax, depreciation and amortisation as well as exceptional items as defined by IFRS.

Management believe that Consolidated EBITDA is meaningful for investors because it provides an analysis of our operating results, profitability and ability to service debt and because Consolidated EBITDA is used by the management of the Group to track our business performance, establish operational and strategic targets and make business decisions.

### **DISCLAIMER**

This report is for information purposes only and does not constitute an offer to sell or the solicitation of an offer to buy securities. This report does not contain all of the information this is material to an investor.

### FORWARD LOOKING STATEMENTS

This report contains "forward-looking statements" as that term is defined by the U.S. federal securities laws and within the meaning of the securities laws of certain other jurisdictions. These forward looking statements include, without limitation, those regarding our intentions, beliefs or current expectations concerning our future financial condition or performance, result of operations and liquidity; our strategy, plans, objectives, prospects, growth, goals and targets; future developments in the markets in which we participate or are seeking to participate; and anticipated regulatory changes in the industry in which we operate.

These statements often include words such as "anticipate", "believe", "could", "estimates", expect", "forecast", "intend", "may", "plan", "projects", "should", "suggests", "targets", "would", "will" and other similar expressions. These statements are not guarantees of performance or results. Many factors could affect our actual financial results or results of operations and could cause actual results to differ materially from those expressed in the forward-looking forward looking statements and projections.

We undertake no obligation to review or confirm analysts' expectations or estimates or to release publicly any revisions to any forward looking statements to reflect events or circumstances after the date of this report.



# TVL Finance plc Update for the period ended 28 June 2017 (Unaudited)

# Good revenue growth, profitability and cashflow

### **Highlights - Half Year**

- Total revenue **up 6.8%** to £293.8m (2016: £275.0m)
- 2017 RevPAR<sup>(1)</sup> up 2.2% to £37.62 (2016: £36.81)
- RevPAR growth 0.4pts behind competitive segment (2,3)
- Average room rate<sup>(1)</sup> up 2.3% to £51.08 (2016: £49.93)
- Occupancy<sup>(1)</sup> down 0.1 percentage points to 73.6% (2016: 73.7%)
- EBITDA up £3.3m to £42.0m (2016: £38.7m)
- Cash of £110.3m at 28 June 2017
- 'SuperRoom' roll out well progressed and showing encouraging early signs
- On track to open 15 hotels in 2017, with 7 hotels opened to date
- Estate stands at 546 hotels and 41,128 rooms at 28 June 2017

Peter Gowers, Travelodge Chief Executive commented:

"The first half of 2017 was another strong period for Travelodge. We saw good revenue growth, profitability and cashflow and have now opened 7 new hotels, in line with our plans to open 15 by the year end. In light of the prevailing economic uncertainty, Brexit and cost pressures we remain relatively cautious about the immediate outlook. However we remain well positioned to benefit from demand from value conscious customers and our strong development pipeline."

### Summary

We delivered total revenue growth of 6.8% in the first half of the year, with 2.2% like-for-like RevPAR growth and a significant contribution from new hotels opened since 2016.

<sup>(1)</sup> Revenue per available room, Average room rate and Occupancy on a UK like-for-like basis.

<sup>(2)</sup> Our competitive segment is the Midscale and Economy Sector of the UK hotel market as reported by Smith Travel Research (STR) an independent hotel research provider, providing aggregate benchmarking information on the UK and other hotel market performance.

<sup>(3)</sup> RevPAR growth slightly ahead of the competitive segment after adjusting for impact of closed hotel and rooms closed as part of refit programme

Our revenue growth was slightly behind the STR MSE segment as reported. However, after adjusting for the impact of the closure of one of our hotels for external refurbishment (as part of redevelopment by the landlord) and temporary rooms closures relating to our investments in the new 'SuperRooms' and our planned cyclical refit programme, we performed slightly ahead of the competitive segment.

This good revenue growth helped partially mitigate the impact of significant cost increases, particularly on regulated costs such as the National Living Wage and business rates. With profitability also flattered by changes to the timing of our marketing activities, EBITDA was ahead of last year's results.

This year we have opened 7 hotels to date and remain on track to open 15 hotels by the year end.

# **Recent Trading and Outlook**

In the first few weeks of the third quarter, we have seen similar trends to the first half, with good revenue growth slightly ahead of the competitive segment.

We remain relatively cautious about the immediate outlook, in the context of the prevailing economic uncertainty relating to Brexit and the expected cost pressures, including those from the National Living Wage, the increase in business rates and general inflation.

However, we remain well positioned to benefit from demand from value conscious customers and our strong development pipeline.

### **Financial Performance**

Growing Sales and Mitigating Cost Pressures

For the period (26 weeks) ended 28 June 2017:

UK like-for-like RevPAR was up 2.2% to £37.62, slightly below the growth rate of the STR Midscale and Economy Sector, which was up 2.6% for the same period. After excluding the impact of temporary room closures relating to the hotel closure, our investment in the new 'SuperRooms' and our planned refit cycle, we performed slightly ahead of the competitive segment.

During the first half of the year, we believe the overall UK hotel market growth was largely driven by the luxury and upscale sectors and the strong performance in London. The MS&E segment, which does not tend to strongly benefit from inbound Asian and U.S. tourists or from large volumes of group demand, has seen more modest growth.

We continue to use effective revenue management to optimise the balance between occupancy and rate growth, as a result UK like-for-like occupancy was down slightly, by 0.1 percentage points, to 73.6% (2016: 73.7%). UK like-for-like average room rate was up 2.3% to £51.08 (2016: £49.93), principally driven by continued growth from business customers and improved conversion rates from our upgraded website, supported by effective yield management.

These positive like-for-like sales results, together with a strong contribution from our maturing new hotels opened in 2016, resulted in total revenue growth of 6.8% for the year to £293.8m.

In the first half of 2017, EBITDA grew by £3.3m to £42.0m (2016: £38.7m). The good revenue growth partially offsetting a number of regulated cost increases including the National Living Wage and business rates. We also benefited from changes to the timing of our marketing activities in the first half of the year.

The business continues to generate strong operating cashflow, with a closing cash balance of £110.3m at the half year. Following our refinancing in Q2 we have long-term facilities in place including the benefit of an undrawn £50m RCF facility.

### For the quarter (13 weeks) ended 28 June 2017:

UK like-for-like RevPAR was up 2.4% to £42.46, slightly below the growth rate of the STR Midscale and Economy Sector, which was up 2.9% for the same period. After excluding the impact of temporary room closures relating to the hotel closure, our investment in the new 'SuperRooms' and our planned refit cycle, we performed slightly ahead of the competitive segment.

The positive like-for-like sales growth, together with the contribution from our maturing new hotels opened in 2016, resulted in total revenue growth of 6.7% for the quarter to £165.9m.

In the quarter, EBITDA was in line with 2016 at £35.6m with the good revenue growth offsetting a number of regulated cost increases including the National Living Wage and business rates.

## **Operational Update**

### Investing in Quality

Our estate is well invested with all but one of our hotels upgraded or opened during the modernisation programme since the programme commenced in 2013.

We expect to continue to invest to maintain the quality of the estate and we have commenced our standard refit cycle in 2017, together with interim works as appropriate in the heavier use hotels. As a result, 2017 capex, including development spend, is estimated to be around £55m, with flexibility to adjust the phasing of spend depending on market conditions.

### Best for Business

We have continued to see growth in business customers in the first half of the year with further growth from key existing customer accounts and encouraging levels of new signups.

The roll out of the initial launch of "SuperRooms" continues to progress well and is showing encouraging early signs. We expect to have approximately 1,000 rooms by the end of 2017 with an approximate investment of £5m. These rooms will be priced in accordance with our normal yield management system and will typically retail at a

premium of £10-£20 to our classic rooms. Capital costs are expected to be absorbed within our existing guidance.

# Development

We continue to expand our network and our development pipeline remains strong. In the year to date we have opened 7 new hotels in line with the phasing of our new development openings in 2017. These include Peterhead, West Bromwich, York Central Layerthorpe, Thurrock Lakeside, London Romford The Quadrant, Dudley Town Centre and Liverpool John Lennon Airport.

We expect to open around 20 hotels a year on average over the next three years with 15 new hotels expected in 2017. Precise timing is expected to vary depending on construction schedules and third party consents. Currently we expect 8 further openings in 2017, with the majority expected in the fourth quarter.

## **About Travelodge**

Founded in 1985, Travelodge is one of the UK's leading hotel brands. There were 546 Travelodge hotels and 41,128 rooms in the UK, Spain and Ireland as at 28 June 2017. Travelodge welcomes approximately 18 million customers every year and almost 10,000 colleagues work across the business.

### Notes:

Financial results in this summary document are extracts from the management reporting of Thame and London Limited and its subsidiary companies, including Travelodge Hotels Limited. All financial references in this summary document are unaudited.

Smith Travel Research (STR) is an independent hotel research provider, providing aggregate benchmarking information on the UK and other hotel market performance.

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### **OPERATING AND FINANCIAL REVIEW**

Unaudited results of operations for the 26 weeks ended 28 June 2017

	Period ended 28 Jun 2017 £m	Period ended 29 Jun 2016 £m	Var <u>£m</u>	Var %
Revenue by geographical region Revenue	293.8	275.0	18.8	6.8%
Revenue UK Revenue International	287.6 6.2	270.6 4.4	17.0 1.8	6.3% 40.9%
Key income statement items Revenue	293.8	275.0	18.8	6.8%
Operating expenses  Of which cost of goods sold  Of which employee costs  Of which other operating expenses	(162.4) (20.1) (70.8) (71.5)	(152.5) (19.3) (64.7) (68.5)	(9.9) (0.8) (6.1) (3.0)	(6.5)% (4.1)% (9.4)% (4.4)%
Net external rent payable <b>EBITDA</b> IFRS rent charge <sup>(1)</sup> Depreciation  Amortisation	(89.4) <b>42.0</b> (1.3) (16.5) (8.3)	(83.8)  38.7 (1.9) (14.5) (7.7)	(5.6)  3.3  0.6 (2.0) (0.6)	(6.7)% <b>8.5%</b> 31.6% (13.8)% (7.8)%
Operating profit (before exceptional items)	15.9	14.6	1.3	8.9%
Finance costs before investor loan interest Investor loan interest Finance income Income tax	(20.3) (7.0) 0.2 2.5	(17.5) (7.7) 0.3 0.9	(2.8) 0.7 (0.1) 1.6	(16.0)% 9.1% (33.3)%
Loss for the period (before exceptional items)	(8.7)	(9.4)	0.7	7.4%
Exceptional items	(9.7)	(2.9)	(6.8)	-
Loss for the period	(18.4)	(12.3)	(6.1)	(49.6)%

<sup>(1) -</sup> In many of our leases we receive a rent-free period at the beginning of the lease term. Under IFRS, the benefit of this rent free period is held as an asset on our balance sheet and is recognised in our income statemement as a deduction to the actual rent expense in each period, on a straight line basis, over the full life of the lease. As a result, our IFRS rent expense does not reflect our cash payments of rent in any period. EBITDA in each period recognises the portion of the credit attributable to such period as if such credit were applied on a straight line basis until the next rent review, normally five years.

### Revenue

Revenue increased by £18.8m, or 6.8%, from £275.0m for the period from 1 January 2016 to 29 June 2016 to £293.8m for the period from 1 January 2017 to 28 June 2017. This increase was primarily due to like-for-like UK RevPAR growth of 2.2% and maturity of the 19 new hotels added in the 2016. Like-for-like growth was slightly below the MS&E segment growth of 2.6% for the period, impacted by the closure of one of our hotels for further external improvements (as part of a redevelopment by the landlord) and a number of rooms unavailable during our refit program.

### **Operating expenses**

Operating expenses increased by £9.9m, or 6.5%, from £152.5m for the period from 1 January 2016 to 29 June 2016 to £162.4m for the period from 1 January 2017 to 28 June 2017. Cost increases were mainly due to increased employee costs and other operating expenses.

Employee cost increases were largely driven by the additional staff employed in our new hotels and wage inflation (including the impact of the National Living Wage).

Higher other operating expenses have been largely driven by our new hotels, business rates, inflationary increases and project spend. They include marketing costs which were lower year on year reflecting a more focused strategy on digital channels.

### Net rent payable

Net external rent payable increased by £5.6m, or 6.7%, from £83.8m for the period from 1 January 2016 to 29 June 2016 to £89.4m for the period from 1 January 2017 to 28 June 2017. This increase was primarily due to 4 new hotels opening during the period, 10 new hotels which opened in the second half of 2016 and the annualisation of hotels which opened in the first half of 2016, together with upwards only rent reviews predominantly linked to RPI.

# **Depreciation / amortisation**

Depreciation increased by £2.0m, or 13.8%, from £14.5m for the period from 1 January 2016 to 29 June 2016 to £16.5m for the period from 1 January 2017 to 28 June 2017. This is mainly due to new hotel openings and on-going maintenance and refurbishment costs to support the estate.

Amortisation increased by £0.6m, or 7.8%, from £7.7m for the period from 1 January 2016 to 29 June 2016 to £8.3m for the period from 1 January 2017 to 28 June 2017. This is mainly due to finance system implementation and business website development.

### **Finance costs**

Finance costs increased by £2.1m, or 8.3%, from £25.2m for the period from 1 January 2016 to 29 June 2016 to £27.3m for the period from 1 January 2017 to 28 June 2017. The increase was primarily due to the higher bond costs following their issue in May 2016.

### **Finance income**

Finance income of £0.2m for the period from 1 January 2017 to 28 June 2017 is bank interest received.

#### **Taxation**

Income tax is recognised based on management's best estimate of the income tax rate expected for the financial year. The Travelodge Group continues to monitor the progress of tax legislation through the UK Parliament. It is noted that the provisions concerning restrictions on deductibility of corporate interest and the use of tax losses, due to take effect from 1 April 2017, have not yet been substantively enacted. As such, the effect is not included; however there is no anticipated impact on the current tax position for the period upon enactment of these provisions.

The income tax credit of £2.5m for the period from 1 January 2017 to 28 June 2017 is non-cash and relates entirely to changes in deferred tax on intangible assets, tax losses and differences between accounting depreciation and capital allowances.

### **Exceptional items**

Exceptional items of £9.7m include £6.5m in respect of the costs of early redemption, legal and advisors' fees and management incentives relating to the restructuring of the Group's debt and other exceptional corporate activities, together with a £3.2m release of the relevant portion of 2016 fees on repayment of the previous floating rate bond.

## **Cash flow**

As at 28 June 2017, we had cash of £110.3m, an increase of £36.4m compared to £73.9m as at 31 December 2016. Operating cash inflows during the period ended 28 June 2017 of £80.2m were partially offset by investing cash outflows of £22.6m, which relate to the purchase of intangible and tangible fixed assets of £22.9m less interest received of £0.3m, and financing cash outflows during the period of £21.2m.

Included in financing cash outflows of £21.2m were the repayment in April 2017 of the existing senior secured floating rate sterling denominated notes of £100.0m and senior secured fixed rate sterling denominated notes of £29.0m, and the repayment in April 2017 of accrued interest of £35.0m relating to the investor loan, offset by the issue of new senior secured floating rate sterling denominated notes of £165.0m; together with bond interest payments and finance fees of £18.0m and finance lease interest payments of £2.1m.

Our cash cycle reflects the monthly payment of creditors and staff and fluctuates throughout the quarter with rent paid quarterly in advance around the end of each quarter. As a result, our quarterly cash position is generally at a low just after the end of March, June, September and December following payment of the quarterly rent bill, monthly creditor payments and payroll.

	Period ended 28 Jun 2017 £m	Period ended 29 Jun 2016	Var <u>£m</u>	Var %
Net cash generated from operating activities Net cash used in investing activities Net cash used in financing activities	80.2 (22.6) (21.2)	67.8 (15.6) (47.2)	12.4 (7.0) 26.0	18.3% (44.9)% 55.1%
Net increase in aggregate cash and cash equivalents	36.4	5.0	31.4	-
Cash and cash equivalents at beginning of period	73.9	76.9	(3.0)	(3.9)%
Cash and cash equivalents at the end of the period	110.3	81.9	28.4	34.7%

## Net cash generated from operating activities

Net cash generated from operating activities increased by £12.4m, or 18.3%, from £67.8m for the period from 1 January 2016 to 29 June 2016 to £80.2m for the period from 1 January 2017 to 28 June 2017. This was due primarily to an increase of £12.1m in working capital cashflow driven predominantly by the timing of payments to creditors.

### Net cash used in investing activities

Net cash used in investing activities increased by £7.0m, or 44.9%, from £15.6m for the period from 1 January 2016 to 29 June 2016 to £22.6m for the period from 1 January 2017 to 28 June 2017 primarily due to the standard refit recycle which commenced this year.

### Net cash used in financing activities

Net cash used in financing activities decreased by £26.0m, or 55.1%, from £47.2m for the period from 1 January 2016 to 29 June 2016 to £21.2m for the period from 1 January 2017 to 28 June 2017.

This was primarily due to proceeds arising from the refinancing in April 2017 of £36.0m compared to net refinancing proceeds of £5.8m in 2016, partially offset by the repayment of accrued interest relating to the investor loan of £35.0m (2016: £16.0m); plus lower refinancing costs of £2.1m (2016: £13.7m) and lower external interest payments of £17.9m (2016: £21.1m).

### **Capital expenditure**

Capital expenditure in the period from 1 January 2017 to 28 June 2017 has been primarily made in relation to on-going maintenance and refits, as well as investment in IT systems and amounts relating to development of our pipeline.

The year on year increase is mainly due to spend relating to the commencement of our standard refit cycle.

# Working capital requirements

Inventory primarily includes food and beverage products sold through our bar cafes. Our trade and other receivables primarily consist of rent prepayments as we pay quarterly in advance. We have low trade receivables, as most of our customers pay at the time of booking, however, business customers taking advantage of our business account card benefit from interest free credit.

Our liabilities to trade and other creditors include prepaid room purchases from customers who have yet to stay. Our other current liabilities include normal trade creditors, accrued wages and salaries, other current debts, accrued interest and taxes.

	Period ended 28 Jun 2017 £m	Period ended 29 Jun 2016	Var <u>£</u> m	Var 
(Increase) / Reduction in inventory (Increase) / Reduction in receivables Increase in payables	(0.4) 7.1 41.0	4.2 34.6	(0.4) 2.9 6.4	- 69.0% 18.5%
Total working capital movement (before exceptional items)	47.7	38.8	8.9	22.9%
Exceptional items	(1.7)	(4.9)	3.2	65.3%
Total working capital movement	46.0	33.9	12.1	35.7%

Our working capital inflow of £46.0m in the period from 1 January 2017 to 28 June 2017 compared to an inflow of £33.9m in the period from 1 January 2016 to 29 June 2016 is impacted by the timing of creditor payments around the quarter ends.

### **OPERATING AND FINANCIAL REVIEW**

Unaudited results of operations for the 13 weeks ended 28 June 2017 (Q2)

	Quarter from 30 Mar 2017 to 28 Jun	Quarter from 31 Mar 2016 to 29 Jun		
	2017	2016	Var	Var
	£m_	<u>£m</u>	£m	%
Revenue by geographical region				
Revenue	165.9	155.5	10.4	6.7%
Revenue UK	162.1	152.8	9.3	6.1%
Revenue International	3.8	2.7	1.1	40.7%
Key income statement items				
Revenue	165.9	155.5	10.4	6.7%
Operating expenses	(85.2)	(77.4)	(7.8)	(10.1)%
Of which cost of goods sold	(11.1)	(10.6)	(0.5)	(4.7)%
Of which employee costs	(37.3)	(33.5)	(3.8)	(11.3)%
Of which other operating expenses	(36.8)	(33.3)	(3.5)	(10.5)%
Net external rent payable	(45.1)	(42.5)	(2.6)	(6.1)%
EBITDA	35.6	35.6	0.0	-
IFRS rent charge <sup>(1)</sup>	(0.6)	(0.9)	0.3	33.3%
Depreciation	(8.4)	(7.3)	(1.1)	(15.1)%
Amortisation	(4.2)	(3.8)	(0.4)	(10.5)%
Operating profit (before exceptional items)	22.4	23.6	(1.2)	(5.1)%
Finance costs before investor loan interest	(10.2)	(9.5)	(0.7)	(7.4)%
Investor loan interest	`(3.6)	(3.8)	`0.2	`5.3́%
Finance income	0.1	0.3	(0.2)	(66.7)%
Income tax	(0.7)	0.9	(1.6)	-
Profit for the period (before exceptional items)	8.0	11.5	(3.5)	(30.4)%
Exceptional items	(9.7)	(2.9)	(6.8)	-
(Loss) / profit for the period	(1.7)	8.6	(10.3)	-

<sup>(1) -</sup> In many of our leases we receive a rent-free period at the beginning of the lease term. Under IFRS, the benefit of this rent free period is held as an asset on our balance sheet and is recognised in our income statemement as a deduction to the actual rent expense in each period, on a straight line basis, over the full life of the lease. As a result, our IFRS rent expense does not reflect our cash payments of rent in any period. EBITDA in each period recognises the portion of the credit attributable to such period as if such credit were applied on a straight line basis until the next rent review, normally five years.

### Revenue

Revenue increased by £10.4m, or 6.7%, from £155.5m for the quarter from 31 March 2016 to 29 June 2016 to £165.9m for the quarter from 30 March 2017 to 28 June 2017. This increase was primarily due to like-for-like UK RevPAR growth of 2.4% and maturity of the 19 new hotels added in the 2016. Like-for-like growth was slightly below the MS&E segment growth of 2.9% for the period, impacted by the closure of one of our hotels for further external improvements (as part of a redevelopment by the landlord) and a number of rooms unavailable during our refit program.

### **Operating expenses**

Operating expenses increased by £7.8m, or 10.1%, from £77.4m for the period from 31 March 2016 to 29 June 2016 to £85.2m for the period from 30 March 2017 to 28 June 2017. Cost increases were due to increased employee costs and other operating expenses.

Employee cost increases were largely driven by the additional staff employed in our new hotels and wage inflation (including the impact of the National Living Wage).

Higher other operating expenses have been largely driven by our new hotels, business rates, inflationary increases and project spend. They include marketing costs which were lower year on year reflecting a more focused strategy on digital channels.

### Net rent payable

Net external rent payable increased by £2.6m, or 6.1%, from £42.5m for the period from 31 March 2016 to 29 June 2016 to £45.1m for the period from 30 March 2017 to 28 June 2017. This increase was primarily due to 3 new hotels opening during the period, 11 new hotels opening in the second half of 2016 and the first quarter of 2017 and the annualisation of hotels which opened in the second quarter of 2016, together with upwards only rent reviews predominantly linked to RPI.

# **Depreciation / amortisation**

Depreciation increased by £1.1m, or 15.1%, from £7.3m for the period from 31 March 2016 to 29 June 2016 to £8.4m for the period from 30 March 2017 to 28 June 2017. This is mainly due to new hotel openings and on-going maintenance and refurbishment costs to support the estate.

Amortisation increased by £0.4m, or 10.5%, from £3.8m for the period from 31 March 2016 to 29 June 2016 to £4.2m for the period from 30 March 2017 to 28 June 2017. This is mainly due to finance system implementation and business website development.

## **Finance costs**

Finance costs increased by £0.5m, or 3.8%, from £13.3m for the period from 31 March 2016 to 29 June 2016 to £13.8m for the period from 30 March 2017 to 28 June 2017. The increase was primarily due to the higher bond costs following their issue in May 2016.

### Finance income

Finance income of £0.1m for the period from 30 March 2017 to 28 June 2017 is bank interest received.

### **Taxation**

Income tax is recognised based on management's best estimate of the income tax rate expected for the financial year. The Travelodge Group continues to monitor the progress of tax legislation through the UK Parliament. It is noted that the provisions concerning restrictions on deductibility of corporate interest and the use of tax losses, due to take effect from 1 April 2017, have not yet been substantively enacted. As such, the effect is

not included; however there is no anticipated impact on the current tax position for the period upon enactment of these provisions.

The income tax charge of £0.7m for the period from 30 March 2017 to 28 June 2017 is non-cash and relates entirely to changes in deferred tax on intangible assets, tax losses and differences between accounting depreciation and capital allowances.

### **Exceptional items**

Exceptional items of £9.7m include £6.5m in respect of the costs of early redemption, legal and advisors' fees and management incentives relating to the restructuring of the Group's debt and other exceptional corporate activities, together with a £3.2m release of the relevant portion of 2016 fees on repayment of the previous floating rate bond.

# **RISK FACTORS**

Noteholders are reminded that investing in the Notes involves substantial risks and Noteholders should refer to the "Risk Factors" section of the Offering Memorandum, published on 28 April 2017, for a description of the risks that they should consider when making investment decisions about the Notes.

Registered number: 08170768

**TVL FINANCE PLC** 

UNAUDITED

FINANCIAL STATEMENTS

FOR THE PERIOD ENDED 28 June 2017

# TVL FINANCE PLC CONDENSED CONSOLIDATED PROFIT AND LOSS FOR THE PERIOD ENDED 28 JUNE 2017

	Pe	Unaudited eriod ended 8 Jun 2017		P	Unaudited eriod ended 9 Jun 2016	
	BEI (2)	EI <sup>(2)</sup>	AEI (2)	BEI (2)	EI <sup>(2)</sup>	AEI (2)
	<u>£m</u>	£m	£m	£m	£m	£m
Revenue	293.8	<u>-</u>	293.8	275.0		275.0
Operating Expenses	(162.4)	(9.7)	(172.1)	(152.5)	(4.2)	(156.7)
Rent	(90.7)	<u>-</u>	(90.7)	(85.7)	1.3	(84.4)
EBITDA <sup>(1)</sup>	40.7	(9.7)	31.0	36.8	(2.9)	33.9
Depreciation/Amortisation	(24.8)	-	(24.8)	(22.2)	-	(22.2)
Operating Profit	15.9	(9.7)	6.2	14.6	(2.9)	11.7
Finance Costs	(27.3)	-	(27.3)	(25.2)	-	(25.2)
Finance Income	0.2	-	0.2	0.3	-	0.3
Loss before Tax	(11.2)	(9.7)	(20.9)	(10.3)	(2.9)	(13.2)
Income Tax	2.5	-	2.5	0.9	-	0.9
Loss for the Period	(8.7)	(9.7)	(18.4)	(9.4)	(2.9)	(12.3)
Memorandum - EBITDA						
			Period ended 28 Jun 2017 £m			Period ended 29 Jun 2016 £m
EBITDA before IFRS rent ch	arge		42.0			38.7
IFRS rent charge			(1.3)			(1.9)
EBITDA			40.7			36.8
Exceptional items			(9.7)			(2.9)
EBITDA after exceptional it	ems		31.0			33.9

# TVL FINANCE PLC CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE PERIOD ENDED 28 JUNE 2017

				Period ended 28 Jun 2017 £m	Period ended 29 Jun 2016 £m
Loss for the period recognised directly in the inc	ome stater	ment		(18.4)	(12.3)
Movement on fair value of cash flow hedges Currency translation differences				(0.2) (0.4)	- (0.5)
Net loss recognised directly in equity				(0.6)	(0.5)
Total comprehensive loss for the period				(19.0)	(12.8)
	Share Capital	Foreign Exchange Reserve	Cash Flow Hedge Reserve	Accumulated Losses	Total deficit
	£m	£m	£m	£m	£m
1 January 2017	-	(0.2)	0.6	(78.8)	(78.4)
Loss for the period	-	-	-	(18.4)	(18.4)
Other comprehensive loss Movement in fair value of hedging derivatives Currency translation differences	- -	(0.4)	(0.2)	- -	(0.2) (0.4)
Total comprehensive loss				(10.4)	
	-	(0.4)	(0.2)	(18.4)	(19.0)
28 June 2017	-	(0.4)	0.4	(18.4)	(19.0) (97.4)
28 June 2017  FOR THE PERIOD ENDED 29 JUNE 2016					

£m

1 January 2016

Loss for the period

29 June 2016

**Other comprehensive loss**Currency translation differences

**Total comprehensive loss** 

£m

0.4

(0.5)

(0.5)

(0.1)

£m

-

£m

(76.2)

(12.3)

(12.3)

(88.5)

£m

(75.8)

(12.3)

(0.5)

(12.8)

(88.6)

Unaudited

Unaudited

# TVL FINANCE PLC CONDENSED CONSOLIDATED BALANCE SHEET AS AT 28 JUNE 2017

NON CURRENT ASSETS   124.7	AS AT 28 JUNE 2017		
NON CURRENT ASSETS		Unaudited	Unaudited
NON CURRENT ASSETS         £m         £m           Intangible assets         384.7         397.6           Property, plant and equipment         124.7         122.4           Financial derivative asset         0.4         5.2         59.4           Deferred tax asset         562.0         579.4           CURRENT ASSETS         562.0         579.4           Inventory         1.8         1.4           Trade and other receivables         39.9         39.0           Cash and cash equivalents         110.3         81.9           ToTAL ASSETS         714.0         701.7           CURRENT LIABILITIES         152.0         122.3           TOTAL ASSETS         714.0         701.7           CURRENT LIABILITIES         (154.9)         (142.5)           NON-CURRENT LIABILITIES         (159.9)         (142.5)           NON-CURRENT LIABILITIES         (379.3)         (379.3)           Investor loan         (110.1)         (134.9)           Obligations under finance leases         (32.2)         (31.6)           Deferred tax liability         (63.7)         (71.6)           Provisions         (22.6)         (22.8)           Total LIABILITIES         (81.4)			
NON CURRENT ASSETS   114, 124, 122, 4   124, 7   122, 4   124, 7   122, 4   124, 7   122, 4   124, 7   122, 4   124, 7   122, 4   124, 7   122, 4   124, 7   122, 4   124, 7   122, 4   124, 7   122, 4   124, 7   122, 4   124, 7   122, 4   124, 7   122, 4   124, 7   124, 7   122, 4   124, 7   124, 7   125, 2   122, 3   124, 7   124, 7   125, 2   124, 7		_	
Intangible assets   384.7   397.6     Property, plant and equipment   124.7   122.4     Financial derivative asset   0.4       Deferred tax asset   552.2   59.4     Deferred tax asset   562.0   579.4     CURRENT ASSETS	NON CURRENT ACCETS	<u>£m</u>	£m
Property, plant and equipment         124.7         122.4           Financial derivative asset         0.4         -           Deferred tax asset         562.0         579.4           CURRENT ASSETS         Inventory         1.8         1.4           Inventory         1.8         1.4           Trade and other receivables         39.9         39.0           Cash and cash equivalents         110.3         81.9           TOTAL ASSETS         714.0         701.7           CURRENT LIABILITIES         Trade and other payables         (154.9)         (142.5)           NON-CURRENT LIABILITIES         (154.9)         (142.5)           Bond related debt         (417.6)         (379.3)           Investor loan         (110.1)         (134.9)           Obligations under finance leases         (32.2)         (31.6)           Deferred tax liability         (63.7)         (71.6)           Deferred income         (10.3)         (7.6)           Provisions         (22.6)         (22.8)           TOTAL LIABILITIES         (865.5)         (647.8)           TOTAL LIABILITIES         (97.4)         (88.6)           TOTAL LIABILITIES         (97.4)         (88.6)           E		2047	207.6
Financial derivative asset   Deferred tax asset			
Deferred tax asset   52.2   59.4   562.0   579.4			122.4
Table   Tabl			-
Trade and other receivables   39.9   39.0	Deferred tax asset		
Trade and other receivables   39.9   39.0	CURRENT ACCETS	562.0	5/9.4
Trade and other receivables         39.9         39.0           Cash and cash equivalents         110.3         81.9           TOTAL ASSETS         714.0         701.7           CURRENT LIABILITIES           Trade and other payables         (154.9)         (142.5)           NON-CURRENT LIABILITIES         (154.9)         (142.5)           Bond related debt         (417.6)         (379.3)           Investor loan         (110.1)         (134.9)           Obligations under finance leases         (32.2)         (31.6)           Deferred tax liability         (63.7)         (71.6)           Deferred income         (10.3)         (7.6)           Provisions         (22.6)         (22.8)           TOTAL LIABILITIES         (656.5)         (647.8)           TOTAL LIABILITIES         (97.4)         (88.6)           EQUITY         Share capital         -         -           Foreign exchange reserve         (0.6)         (0.1)           Cash flow hedge reserve         (0.6)         (0.1)           Accumulated losses         (97.2)         (88.5)           TOTAL DEFICIT         (97.4)         (88.6)           External debt redeemable:         Fixed Rate Bond		4.0	
Cash and cash equivalents         110.3         81.9           TOTAL ASSETS         714.0         701.7           CURRENT LIABILITIES           Trade and other payables         (154.9)         (142.5)           NON-CURRENT LIABILITIES         (154.9)         (142.5)           Bond related debt         (417.6)         (379.3)           Investor loan         (110.1)         (134.9)           Obligations under finance leases         (32.2)         (31.6)           Deferred tax liability         (63.7)         (71.6)           Deferred income         (10.3)         (7.6)           Provisions         (22.6)         (22.8)           Deferred income         (0.1         (0.1)           Deferred inco	•	_	
TOTAL ASSETS			
TOTAL ASSETS   714.0   701.7	Cash and cash equivalents		
CURRENT LIABILITIES		152.0	122.3
CURRENT LIABILITIES	TOTAL ACCETC	7140	701.7
Trade and other payables	IUIAL ASSETS	/14.0	/01./
Trade and other payables	CURRENT LIARILITIES		
NON-CURRENT LIABILITIES   Sond related debt   (417.6) (379.3)     Investor loan (110.1) (134.9)     Obligations under finance leases (32.2) (31.6)     Deferred tax liability (63.7) (71.6)     Deferred income (10.3) (7.6)     Provisions (22.6) (22.8)     (656.5) (647.8)     TOTAL LIABILITIES (811.4) (790.3)     NET LIABILITIES (97.4) (88.6)     EQUITY   Share capital       Foreign exchange reserve (0.6) (0.1)     Cash flow hedge reserve (0.6) (0.1)     Cash flow hedge reserve (97.2) (88.5)     TOTAL DEFICIT (97.4) (88.6)     Memorandum - Analysis of net funding		(154.9)	(142 5)
NON-CURRENT LIABILITIES   Sond related debt   (417.6) (379.3)     Investor loan (110.1) (134.9)     Obligations under finance leases (32.2) (31.6)     Deferred tax liability (63.7) (71.6)     Deferred income (10.3) (7.6)     Provisions (22.6) (22.8)     TOTAL LIABILITIES (856.5) (647.8)     TOTAL LIABILITIES (811.4) (790.3)     NET LIABILITIES (97.4) (88.6)     EQUITY     Share capital	ridde diid other payables		
Bond related debt   (417.6) (379.3)   Investor loan   (110.1) (134.9)   Obligations under finance leases   (32.2) (31.6)   Deferred tax liability   (63.7) (71.6)   Deferred income   (10.3) (7.6)   Provisions   (22.6) (22.8)   (22.8)   (656.5)   (647.8)   TOTAL LIABILITIES   (811.4) (790.3)   NET LIABILITIES   (97.4) (88.6)   EQUITY   Share capital     Foreign exchange reserve   (0.6) (0.1)   Cash flow hedge reserve   (0.6) (0.1)   (20.6)   (20.7)   (88.5)   TOTAL DEFICIT   (97.4) (88.6)   (97.2) (88.5)   (97.2) (88.5)   (10.3)   (10.3)   (10.3)   External debt redeemable:   Fixed Rate Bond   (261.0) (290.0)   Floating Rate Bond   (165.0) (100.0)   Issue costs   8.4	NON-CURRENT LIABILITIES	(15415)	(14215)
Investor loan		(417.6)	(379.3)
Obligations under finance leases       (32.2)       (31.6)         Deferred tax liability       (63.7)       (71.6)         Deferred income       (10.3)       (7.6)         Provisions       (22.6)       (22.8)         (656.5)       (647.8)         TOTAL LIABILITIES       (811.4)       (790.3)         NET LIABILITIES       (97.4)       (88.6)         EQUITY         Share capital       -       -         Foreign exchange reserve       (0.6)       (0.1)         Cash flow hedge reserve       0.4       -         Accumulated losses       (97.2)       (88.5)         TOTAL DEFICIT       (97.4)       (88.6)         Memorandum - Analysis of net funding       Em       Em         Cash at bank       110.3       81.9         External debt redeemable:       Fixed Rate Bond       (165.0)       (100.0)         Issue costs       8.4       10.7         Gross external debt       (417.6)       (379.3)         Net external debt       (307.3)       (297.4)         Investor Loan       (110.1)       (134.9)         Finance leases       (32.2)       (31.6)			
Deferred tax liability   Contemporary   Contempor			
Deferred income   (10.3)   (7.6)   Provisions   (22.6)   (22.8)   (22.6)   (22.8)   (656.5)   (647.8)   (790.3)   (700.3)   (820.5)   (647.8)   (700.3)   (88.6)   (700.3)   (88.6)   (700.3)   (88.6)   (700.3)   (88.6)   (700.3)   (88.6)   (700.3)   (700.			
Provisions   (22.6) (22.8)   (656.5) (647.8)   (656.5) (647.8)   (656.5) (647.8)   (790.3)   (			
TOTAL LIABILITIES         (656.5)         (647.8)           NET LIABILITIES         (811.4)         (790.3)           NET LIABILITIES         (97.4)         (88.6)           EQUITY Share capital			
TOTAL LIABILITIES         (811.4)         (790.3)           NET LIABILITIES         (97.4)         (88.6)           EQUITY         Share capital         -         -           Foreign exchange reserve         (0.6)         (0.1)           Cash flow hedge reserve         0.4         -           Accumulated losses         (97.2)         (88.5)           TOTAL DEFICIT         (97.4)         (88.6)           Memorandum - Analysis of net funding         £m         £m           Cash at bank         110.3         81.9           External debt redeemable:         Fixed Rate Bond         (261.0)         (290.0)           Floating Rate Bond         (165.0)         (100.0)           Issue costs         8.4         10.7           Gross external debt         (417.6)         (379.3)           Net external debt         (307.3)         (297.4)           Investor Loan         (110.1)         (134.9)           Finance leases         (32.2)         (31.6)	11001510115		
EQUITY         Share capital         -         -           Foreign exchange reserve         (0.6)         (0.1)           Cash flow hedge reserve         0.4         -           Accumulated losses         (97.2)         (88.5)           TOTAL DEFICIT         (97.4)         (88.6)           Memorandum - Analysis of net funding         £m         £m           Cash at bank         110.3         81.9           External debt redeemable:         Fixed Rate Bond         (261.0)         (290.0)           Floating Rate Bond         (165.0)         (100.0)           Issue costs         8.4         10.7           Gross external debt         (417.6)         (379.3)           Net external debt         (307.3)         (297.4)           Investor Loan         (110.1)         (134.9)           Finance leases         (32.2)         (31.6)	TOTAL LIABILITIES		
EQUITY Share capital Foreign exchange reserve (0.6) (0.1) Cash flow hedge reserve Accumulated losses (97.2) (88.5) TOTAL DEFICIT (97.4) (88.6)  Memorandum - Analysis of net funding Em Em  Cash at bank 110.3 81.9  External debt redeemable: Fixed Rate Bond Floating Rate Bond Floating Rate Bond Issue costs 8.4 10.7  Gross external debt (417.6) (379.3)  Net external debt Investor Loan (110.1) (134.9) Finance leases (32.2) (31.6)			(20010)
Share capital       -       -         Foreign exchange reserve       (0.6)       (0.1)         Cash flow hedge reserve       0.4       -         Accumulated losses       (97.2)       (88.5)         TOTAL DEFICIT       (97.4)       (88.6)         Memorandum - Analysis of net funding       £m       £m         Cash at bank       110.3       81.9         External debt redeemable:       Fixed Rate Bond       (261.0)       (290.0)         Floating Rate Bond       (165.0)       (100.0)         Issue costs       8.4       10.7         Gross external debt       (417.6)       (379.3)         Net external debt       (307.3)       (297.4)         Investor Loan       (110.1)       (134.9)         Finance leases       (32.2)       (31.6)	NET LIABILITIES	(97.4)	(88.6)
Share capital       -       -         Foreign exchange reserve       (0.6)       (0.1)         Cash flow hedge reserve       0.4       -         Accumulated losses       (97.2)       (88.5)         TOTAL DEFICIT       (97.4)       (88.6)         Memorandum - Analysis of net funding       £m       £m         Cash at bank       110.3       81.9         External debt redeemable:       Fixed Rate Bond       (261.0)       (290.0)         Floating Rate Bond       (165.0)       (100.0)         Issue costs       8.4       10.7         Gross external debt       (417.6)       (379.3)         Net external debt       (307.3)       (297.4)         Investor Loan       (110.1)       (134.9)         Finance leases       (32.2)       (31.6)	FOUITY		
Foreign exchange reserve       (0.6)       (0.1)         Cash flow hedge reserve       0.4       -         Accumulated losses       (97.2)       (88.5)         TOTAL DEFICIT       (97.4)       (88.6)         Memorandum - Analysis of net funding       Em       Em         Cash at bank       110.3       81.9         External debt redeemable:       Fixed Rate Bond       (261.0)       (290.0)         Floating Rate Bond       (165.0)       (100.0)         Issue costs       8.4       10.7         Gross external debt       (417.6)       (379.3)         Net external debt       (307.3)       (297.4)         Investor Loan       (110.1)       (134.9)         Finance leases       (32.2)       (31.6)		_	_
Cash flow hedge reserve       0.4       -         Accumulated losses       (97.2)       (88.5)         TOTAL DEFICIT       (97.4)       (88.6)         Memorandum - Analysis of net funding       Em       Em         Cash at bank       110.3       81.9         External debt redeemable:       Fixed Rate Bond       (261.0)       (290.0)         Floating Rate Bond       (165.0)       (100.0)         Issue costs       8.4       10.7         Gross external debt       (417.6)       (379.3)         Net external debt       (307.3)       (297.4)         Investor Loan       (110.1)       (134.9)         Finance leases       (32.2)       (31.6)		(0.6)	(0.1)
Accumulated losses       (97.2)       (88.5)         TOTAL DEFICIT       (97.4)       (88.6)         Memorandum - Analysis of net funding       £m       £m         Cash at bank       110.3       81.9         External debt redeemable:       Fixed Rate Bond       (261.0)       (290.0)         Floating Rate Bond       (165.0)       (100.0)         Issue costs       8.4       10.7         Gross external debt       (417.6)       (379.3)         Net external debt       (307.3)       (297.4)         Investor Loan       (110.1)       (134.9)         Finance leases       (32.2)       (31.6)		` ,	(0.1)
Memorandum - Analysis of net funding         £m         £m           Cash at bank         110.3         81.9           External debt redeemable:         Fixed Rate Bond         (261.0)         (290.0)           Floating Rate Bond         (165.0)         (100.0)           Issue costs         8.4         10.7           Gross external debt         (417.6)         (379.3)           Net external debt         (307.3)         (297.4)           Investor Loan         (110.1)         (134.9)           Finance leases         (32.2)         (31.6)			(88.5)
Memorandum - Analysis of net funding         £m         £m           Cash at bank         110.3         81.9           External debt redeemable:         (261.0)         (290.0)           Fixed Rate Bond         (165.0)         (100.0)           Issue costs         8.4         10.7           Gross external debt         (417.6)         (379.3)           Net external debt         (307.3)         (297.4)           Investor Loan         (110.1)         (134.9)           Finance leases         (32.2)         (31.6)			
Cash at bank       110.3       81.9         External debt redeemable:       (261.0)       (290.0)         Fixed Rate Bond       (165.0)       (100.0)         Issue costs       8.4       10.7         Gross external debt       (417.6)       (379.3)         Net external debt       (307.3)       (297.4)         Investor Loan       (110.1)       (134.9)         Finance leases       (32.2)       (31.6)			(5535)
External debt redeemable:       (261.0)       (290.0)         Fixed Rate Bond       (165.0)       (100.0)         Issue costs       8.4       10.7         Gross external debt       (417.6)       (379.3)         Net external debt       (307.3)       (297.4)         Investor Loan       (110.1)       (134.9)         Finance leases       (32.2)       (31.6)	Memorandum - Analysis of net funding	£m	£m
Fixed Rate Bond       (261.0)       (290.0)         Floating Rate Bond       (165.0)       (100.0)         Issue costs       8.4       10.7         Gross external debt       (417.6)       (379.3)         Net external debt       (307.3)       (297.4)         Investor Loan       (110.1)       (134.9)         Finance leases       (32.2)       (31.6)	Cash at bank	110.3	81.9
Floating Rate Bond       (165.0)       (100.0)         Issue costs       8.4       10.7         Gross external debt       (417.6)       (379.3)         Net external debt       (307.3)       (297.4)         Investor Loan       (110.1)       (134.9)         Finance leases       (32.2)       (31.6)	External debt redeemable:		
Floating Rate Bond       (165.0)       (100.0)         Issue costs       8.4       10.7         Gross external debt       (417.6)       (379.3)         Net external debt       (307.3)       (297.4)         Investor Loan       (110.1)       (134.9)         Finance leases       (32.2)       (31.6)	Fixed Rate Bond	(261.0)	(290.0)
Issue costs       8.4       10.7         Gross external debt       (417.6)       (379.3)         Net external debt       (307.3)       (297.4)         Investor Loan       (110.1)       (134.9)         Finance leases       (32.2)       (31.6)	Floating Rate Bond		(100.0)
Net external debt       (307.3)       (297.4)         Investor Loan       (110.1)       (134.9)         Finance leases       (32.2)       (31.6)	-		
Investor Loan       (110.1)       (134.9)         Finance leases       (32.2)       (31.6)	Gross external debt	(417.6)	(379.3)
Finance leases (32.2) (31.6)	Net external debt	(307.3)	(297.4)
	Investor Loan	(110.1)	(134.9)
Net Funding         (449.6)         (463.9)		<u></u>	
	Net Funding	(449.6)	(463.9)

# TVL FINANCE PLC CONDENSED CONSOLIDATED CASH FLOW STATEMENT FOR THE PERIOD ENDED 28 JUNE 2017

	Unaudited	Unaudited
	Period ended 28 Jun 2017	Period ended 29 Jun 2016
NET CASH GENERATED FROM OPERATING ACTIVITIES	<u>£m</u> 80.2	<u>£m</u> 67.8
		07.0
INVESTING ACTIVITIES	0.3	0.3
Interest received  Purchases of property, plant and equipment and other intangible assets	0.3 (22.9)	0.3 (15.9)
Net cash used in investing activities	(22.6)	(15.6)
FINANCING ACTIVITIES	(22.0)	(15:0)
Finance fees paid	(0.1)	(0.1)
Interest paid	(17.9)	(21.1)
Finance lease payments	(2.1)	(2.1)
Net refinancing proceeds	36.0	<b>`5.8</b> ´
Finance issue transaction costs	(2.1)	(13.7)
Repayment of investor loan	(35.0)	(16.0)
Net cash from financing activities	(21.2)	(47.2)
Net increase in aggregate cash and cash equivalents	36.4	5.0
Cash and cash equivalents at beginning of the year	73.9	76.9
Cash and cash equivalents at end of the period	110.3	81.9
Memorandum - Analysis of free cash flow <sup>1</sup>	Unaudited	Unaudited
memoranuum - Anarysis of free Cash flow	Unaudited Period ended 28	Unaudited Period ended 29
	Jun 2017	Jun 2016
	£m	£m
EBITDA before exceptional items and IFRS rent charge	42.0	38.7
Working capital	46.4	36.9
	88.4	<i>75.6</i>
Net cash flows from operating activities before exceptionals	(22.0)	(45.0)
Capital expenditure	(22.9)	(15.9)
Free cash flow generated for the year	65.5	<i>59.7</i>
Non-trading cash flow		(24.4)
Interest costs - bank interest paid	(17.0)	(21.1)
- bond interest paid - finance fees paid	(17.9) (0.1)	(0.1)
Interest income	0.3	(0.1) 0.3
Finance lease payments	(2.1)	(2.1)
Cash spend on provisions and exceptional items <sup>2</sup>	(10.3)	(21.5)
Non-trading cashflow	(30.1)	(44.5)
Cash generated	35.4	15.2
Opening Cash	73.9	76.9
Movement in cash	35.4	15.2
Net refinancing proceeds	36.0	5.8
Repayment of investor loan	(35.0)	(16.0)
Closing Cash	110.3	81.9
Opening net external debt	(306.0)	(307.4)
Net increase in aggregate cash	36.4	` <i>5.0</i>
Net refinancing proceeds	(36.0)	(5.8)
Net finance issue transaction costs	(0.9)	11.1
Amortised bond transaction costs	(0.8)	(0.3)
Closing net external debt	(307.3)	(297.4)
1. Free cash flow is defined as cash generated before interest, exceptional costs, spend on pro-	rovisions and financing.	
Reconciliation of net cash flows from operating activities before ex from operating activities (note 14)	xceptionals to net ca	ash generated
Net cash flows from operating activities before exceptionals	88.4	<i>75.</i> 6
Cash spend on exceptional items through profit and loss	(6.5)	(2.9)
	(1.7)	(4.9)
Cash spend on exceptional items through working capital		67.8
	Xn 7	
Cash spend on exceptional items through working capital  Net cash generated from operating activities  2. In the period ended 28 June 2017, cash spend on provisions and exceptional items of £10.3r	m includes costs of refinanci	

# TVL FINANCE PLC NOTES TO THE FINANCIAL STATEMENTS (UNAUDITED)

### 1 General information

Thame and London Limited ("T&L") is the holding company of the Travelodge group ("Travelodge" or "The Group"), including Travelodge Hotels Limited ("THL") the principal trading company of Travelodge UK and TVL Finance PLC.

## 2 Significant accounting policies

### **Basis of consolidation**

The unaudited financial statements consolidate the financial information of the Group and entities controlled by the Group and its subsidiaries up to 28 June 2017. Control is achieved when the investor is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. Uniform accounting policies are adopted across the Group.

The results of subsidiary undertakings acquired or disposed of during the year are included in the consolidated income statement from the effective date of acquisition or disposal, as appropriate.

All intra-Group transaction balances, income and expenses are eliminated on consolidation.

### **Business combinations**

The acquisition of subsidiaries is accounted for using the purchase method. The cost of the acquisition is measured at the aggregate of the fair values, at the date of exchange, of assets given, liabilities incurred or assumed, and equity instruments issued by the Group in exchange for control of the acquiree. Any costs directly attributable to the business combination are expensed through the income statement. The acquirer's identifiable assets, liabilities and contingent liabilities that meet the conditions for recognition under IFRS 3 (Revised), Business Combinations, are recognised at their fair values at the acquisition date, except for non-current assets (or disposal companies) that are classified as held for sale in accordance with IFRS 5, Non-current assets held for sale and discontinued operations, which are recognised and measured at fair value less costs to sell.

# **Revenue recognition**

Revenue is measured at fair value of the consideration received or receivable and represents the amount receivable for goods and services supplied to customers in the normal course of business, net of trade discount and VAT. The principal revenue stream of the Group is providing budget hotel accommodation and is recognised when customers stay.

## **Exceptional items**

In order to understand the underlying performance of the business, material, non-recurring items are separately disclosed as exceptional items in the income statement.

# TVL FINANCE PLC NOTES TO THE FINANCIAL STATEMENTS (UNAUDITED)

## Leasing

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

Minimum rentals payable under operating leases are charged to the income statement on a straight line basis over the term of the relevant lease. Incentives received by the Group to enter into leases as a lessee are credited to the income statement on a straight line basis over the lease term.

Rental income from operating leases (sub-lets) is recognised on a straight line basis over the term of the relevant lease.

Assets held under finance leases, which confer rights and obligations similar to those attached to owned assets, are capitalised as property, plant and equipment and are depreciated over the shorter of the lease terms and their useful lives. The capital elements of future lease obligations are recorded as liabilities, while the interest elements are charged to the income statement over the period of the leases to produce a constant rate of charge on the balance of capital repayments outstanding.

### **Provisions**

Provisions are recognised when the Group has a present obligation as a result of a past event, and it is probable that the Group will be required to settle that obligation. Provisions are measured at the Directors' best estimate of the expenditure required to settle the obligation at the balance sheet date, and are discounted to present value where the effect is

### **Share Capital**

Ordinary share capital is classified as equity. Incremental costs directly attributable to the issue of new ordinary shares are shown in equity as a deduction, net of tax, from the proceeds.

### **Prepaid Room Purchases**

Prepaid room purchases are where cash is received at time of room booking prior to arrival date and is recognised when customers stay.

# TVL FINANCE PLC NOTES TO THE FINANCIAL STATEMENTS (UNAUDITED)

# 3 ANALYSIS OF RESULTS BY GEOGRAPHICAL REGION

Revenue	Unaudited Period ended 28 Jun 2017 <u>£m</u>	Unaudited Period ended 29 Jun 2016 £m
Revenue		
UK	287.6	270.6
International	6.2	4.4
	293.8	275.0
EBITDA before exceptionals (1)		
UK before IFRS rent charge	41.0	38.4
IFRS rent charge	(1.3)	(1.9)
UK	39.7	36.5
International	1.0	0.3
	40.7	36.8
Operating loss before exceptionals		
UK	14.9	14.4
International	_	14.4
International	1.0	0.2
International	1.0	
Loss before tax before exceptionals	_	0.2
	15.9	14.6
Loss before tax before exceptionals	_	0.2
Loss before tax before exceptionals  UK	(12.1)	0.2 14.6 (10.4) 0.1
Loss before tax before exceptionals  UK	15.9 (12.1) 0.9	14.6

<sup>1.</sup> EBITDA = Earnings before interest, taxes, depreciation and amortisation.

# TVL FINANCE PLC NOTES TO THE FINANCIAL STATEMENTS (UNAUDITED)

# 4 NET OPERATING EXPENSES (BEFORE EXCEPTIONAL ITEMS)

	Unaudited Period ended 28 Jun 2017 £m	Unaudited Period ended 29 Jun 2016 £m
Cost of goods sold Employee costs Operating expenses Net operating expenses before rent, depreciation and amortisation	20.1 70.8 71.5 162.4	19.3 64.7 68.5 152.5
Rent payable (third party landlords) for operating leases Rent receivable Net external rent payable IFRS rent charge Net rent	91.3 (1.9) 89.4 1.3 90.7	85.6 (1.8) 83.8 1.9 85.7
Net operating expenses before depreciation and amortisation	253.1	238.2
Depreciation Amortisation Net depreciation and amortisation	16.5 8.3 24.8	14.5 7.7 22.2
Total net operating expenses	277.9	260.4

# 5 FINANCE COSTS

	Unaudited Period ended 28 Jun 2017	Unaudited Period ended 29 Jun 2016
	£m	£m
Interest on bank loans	-	10.0
Interest on bonds	17.4	4.6
Interest on obligations under finance leases	2.5	2.6
Unwinding of discount on provisions	0.4	0.3
Finance costs before investor loan interest	20.3	17.5
Interest on investor loan note	7.0	7.7
Finance costs	27.3	25.2

# TVL FINANCE PLC NOTES TO THE FINANCIAL STATEMENTS (UNAUDITED)

### **6 EXCEPTIONAL ITEMS**

In the period ended 28 June 2017, exceptional costs of £9.7m are refinancing costs relating to the floating rate bonds. £6.5m comprises fees and management incentives relating to the new floating rate bond and £3.2m comprises the release of the relevant portion of 2016 fees on extinguishment of the old floating rate bond.

In the period ended 29 June 2016, exceptional costs of £2.9m comprise a charge of £4.2m in relation to the refinancing of the Travelodge group which completed in May 2015 partially offset by a credit of £1.3m in relation to the reassessment of provisions at several previously vacant historic restaurant units which have now been sublet.

### 7 INTANGIBLE ASSETS

	Unaudited Period ended 28 Jun 2017 £m	Unaudited Period ended 29 Jun 2016 £m
Opening net book value Additions Movement on capital creditors	389.6 3.9 (0.5)	402.5 2.8
Depreciation	(8.3)	(7.7)
Closing net book value	384.7	397.6

The closing net book value at 28 June 2017 comprises brand value of £145.0m, assets under construction of £6.9m, lease premiums of £225.4m and IT software of £7.4m.

The closing net book value at 29 June 2016 comprises brand value of £145.0m, assets under construction of £4.1m, lease premiums of £241.2m and IT software of £7.3m.

Lease premiums are amortised on a straight line basis over the lease period. Each hotel to which a lease premium asset is assigned is considered to be a separate cost generating unit when assessing impairment.

Impairment reviews are performed annually at the Company's year end of 31 December. The Company prepares cash flow forecasts derived from the most recent financial budgets and financial plans approved by the Directors and extrapolates cash flows beyond this time based on an estimated long term growth rate of 2.5%. The key assumptions are consistent with past experience and with external sources of information. The resulting cash flows are discounted back at the Company's pre-tax weighted average cost of capital. Reviews are performed on a site by site basis over the length of the lease.

IT software is measured initially at purchase cost and is amortised on a straight line basis over three years.

# TVL FINANCE PLC NOTES TO THE FINANCIAL STATEMENTS (UNAUDITED)

### 8 PROPERTY, PLANT AND EQUIPMENT

	Unaudited Period ended 28 Jun 2017 £m	Unaudited Period ended 29 Jun 2016 £m
Opening net book value	121.3	123.9
Additions	18.9	13.0
Movement on capital creditors	1.0	-
Depreciation	(16.5)	(14.5)
Closing net book value	124.7	122.4

The closing net book value at 28 June 2017 comprises assets under construction of £13.4m, freehold and long leaseholds of £1.7m, financed leased land and buildings of £16.2m and fixtures and fittings of £93.4m.

The closing net book value at 29 June 2016 comprises assets under construction of £3.3m, freehold and long leaseholds of £1.7m, financed leased land and buildings of £16.7m and fixtures and fittings of £100.7m.

Freehold and long leasehold properties are stated at cost. Depreciation is provided on cost in equal annual instalments over the estimated remaining useful lives of the assets.

# 9 TRADE AND OTHER RECEIVABLES

	Unaudited Period ended 28 Jun 2017 £m	Unaudited Period ended 29 Jun 2016 £m
Amounts due within one year: Trade amounts receivable		
- Gross amounts receivable	10.4	10.6
- Bad debt provision	(0.1)	(0.1)
- Net amounts receivable	10.3	10.5
Other amounts receivable	3.4	3.8
Prepayments and accrued income	26.2	24.7
	39.9	39.0

# TVL FINANCE PLC NOTES TO THE FINANCIAL STATEMENTS (UNAUDITED)

# 10 TRADE AND OTHER PAYABLES

	Unaudited Period ended 28 Jun 2017 <u>£m</u>	Unaudited Period ended 29 Jun 2016 £m
Trade payables Other payables Social security and other taxation Accruals Prepaid room purchases Capital payables	(26.6) (9.0) (15.8) (44.6) (51.9) (6.9)	(21.3) (13.4) (15.5) (38.8) (46.7) (6.8)
Amounts falling due within one year	(154.9)	(142.5)
Amounts falling due after one year: Deferred income	(10.3)	(7.6)
Total	(165.2)	(150.1)

# 11 POST BALANCE SHEET EVENTS

On 30 June 2017, Travelodge entered into a swaption in relation to the new senior secured floating stering denominated notes of £165m.

The swaption commences on 15 May 2019 and terminates on 15 May 2021. If, on 15 May 2019, LIBOR is greater than 1.5%, Travelodge will receive a cash settlement on the difference between LIBOR and 1.5% on £100m to cover a portion of the scheduled quarterly payments on the floating rate notes of £165m, up to 15 May 2021.

If, on 15 May 2019, LIBOR is less than 1.5%, the product will not be activated and will expire.

The purchase cost of the swaption was £0.4m.

## 12 FINANCIAL ASSETS AND LIABILITIES

	Maturity Date	Unaudited Period ended 28 Jun 2017 £m	Unaudited Period ended 29 Jun 2016 £m
Cash at bank and in hand		110.3	81.9
External debt redeemable:			
Fixed Rate Bond	May 2023	(261.0)	(290.0)
Floating Rate Bond	May 2023	(165.0)	(100.0)
Issue Costs		8.4	10.7
External debt		(417.6)	(379.3)
Net external debt		(307.3)	(297.4)
Investor Loan Note	January 2026	(110.1)	(134.9)
Net debt before finance leases	•	(417.4)	(432.3)
Finance leases		(32.2)	(31.6)
Net debt including finance leases		(449.6)	(463.9)

The financial derivative asset of £0.4m (2016: £nil) is not included in the table above.

# TVL FINANCE PLC NOTES TO THE FINANCIAL STATEMENTS (UNAUDITED)

#### **Senior secured notes**

Senior secured fixed rate sterling denominated notes of £290.0m were issued on 10 May 2016 with a termination date of 11 May 2023. Of these, £29.0m were repaid on 28 April 2017. Interest is fixed at LIBOR plus a margin of 8.5% and is payable on a semi-annual basis.

Senior secured floating rate sterling denominated notes of £100.0m were issued on 10 May 2016 with a termination date of 11 May 2023. These were repaid on 28 April 2017. Interest was floating at three month LIBOR plus a margin of 7.5%.

New senior secured floating sterling denominated notes of £165.0m were issued on 28 April 2017 with a termination date of 15 May 2023. Interest is floating at three month LIBOR plus a margin of 4.875%. Interest is payable on a quarter basis.

### **Revolving credit facility**

A sterling denominated revolving credit facility of £50.0m is available to the group. At the date of these financial statements, no drawings on this facility have been made.

### Letter of credit facility

The letter of credit facility has a maximum usage of £30.0m. At 28 June 2017, the group had utilised £15.3m.

### **Issue costs**

Costs incurred in issuing the senior secured sterling denominated notes, revolving credit and letter of credit facility have been deducted from the fair value of the notes and facilities, which are carried at amortised cost.

### **Investor loan note**

The interest rate charged on the investor loan note is 15%. As at 28 June 2017, accrued interest for the period from 1 January 2017 to 28 June 2017 totalled £7.0m (2016: £7.7m). The investor loan note has a termination date of January 2026.

Accrued interest of £35.0m relating to the investor loan was repaid in April 2017.

### Interest rate hedge

The interest rate hedge is against the old senior secured floating rate bond of £100.0m with an effective date from 15 November 2016 and a termination date of 15 August 2019. The pay rate of the hedge is fixed at 0.376% and the receive rate of the hedge floats to LIBOR. The hedge fixed the senior secured floating rate bond of £100.0m at 7.876%.

At 28 June 2017, the fair value of the hedge was £0.4m.

### **Swaption**

On 30 June 2017, Travelodge entered into a swaption in relation to the new senior secured floating stering denominated notes of £165m (see note 11).

# TVL FINANCE PLC NOTES TO THE FINANCIAL STATEMENTS (UNAUDITED)

# 13 PROVISIONS

	Unaudited Period ended 28 Jun 2017 £m	Unaudited Period ended 29 Jun 2016 £m
At 1 January 2017 / 2016 Cash spend Reassessment of provisions Unwinding of discount on provisions Foreign exchange rate movement	(23.2) 1.1 - (0.4) (0.1)	(28.6) 5.3 1.3 (0.3) (0.5)
At 28 June 2017 / 29 June 2016	(22.6)	(22.8)

# 14 NOTE TO THE CASH FLOW STATEMENT

	Unaudited Period ended 28 Jun 2017 £m	Unaudited Period ended 29 Jun 2016 £m
Operating loss	6.2	11.7
Adjustments for non-cash items:		
Depreciation of property, plant and equipment	16.5	14.5
Amortisation of other intangible assets	8.3	7.7
Release of transaction costs on extinguishment of bond debt	3.2	-
Operating cash flows before movements in working capital	34.2	33.9
Movement in inventory	(0.4)	-
Movement in receivables	7.1	4.2
Movement in payables	40.4	33.7
Movement in provisions	(1.1)	(4.0)
Total working capital movement <sup>(1)</sup>	46.0	33.9
Cash flows from operating activities	80.2	67.8

<sup>1.</sup> Working capital movement of £46.0m (2016: £33.9m) is after exceptional outflows of £1.7m (2016: outflows of £4.9m) and after IFRS rent charge of £1.3m (2016: £1.9m). Working capital movement in "Memorandum - Analysis of free cash flow" on page 19 is stated before exceptional movements and before IFRS rent charge.