



**Mabel Mezzco Limited**

**Interim report  
as at and for the 40-week period to  
January 28, 2018**

## Third Quarter 2018 highlights

### Financial highlights

- 8.2% UK like for like sales growth in Q3, increased from 7.1% % UK LFL in Q2.
- Group turnover<sup>1</sup> increased 12.5% to £72.1 million in Q3 2017/18.
- 8.7% UK outperformance in Q3 and traded ahead of the competition consistently for over 3 years (197 weeks).

### Operational highlights

- One new restaurant opened in Q3 (Reigate) and Colchester opened early in Q4. New franchise restaurants opened in Oman and Italy in Q3 and Dubai and Austria early in Q4.
- 6 refurbishments have been completed in Q3, bringing Kaizen design and additional covers where possible to the existing estate. 2 further refurbishments are underway in early Q4.
- Further brand investment in our people, product and property.

## YTD Q3 2018 highlights

### Financial highlights

- 7.3% UK LFL sales growth in YTD Q3 2017/18.
- Group turnover<sup>1</sup> increased 13.5% to £229.5 million in YTD Q3 2017/18.
- Adjusted EBITDA up 0.9% in YTD Q3 2017/18 to £35.1 million (YTD Q3 2016/17: £34.8 million).
- The Group refinanced its bond debt in July 2017 resulting in a new bond issue of £225 million with coupon of 4.125%.

### Operational highlights

- Continued expansion of our restaurants in the UK and US (8 new openings in the year to date):
  - 6 new UK restaurants opened in YTD Q3 2017/18 – St Peters Manchester, Bedford, Leed White Rose, Cheltenham, Bracknell and Reigate.
  - 2 new US restaurants opened at Boston Seaport and East Village, New York City.
- 21 refurbishments have been completed in YTD Q3, bringing Kaizen design and additional covers where possible to the existing estate. 2 further refurbishments underway in early Q4.
- 8 new franchise restaurants opened - Madrid (3 restaurants), Bergamo, Jeddah, Doha, Qurum and Malpensa. Dubai Mall and Parndorf opened early in Q4.

---

<sup>1</sup> Turnover includes franchise income

**Jane Holbrook, CEO, commented**

'We've continued to perform strongly with 8.2% UK like for like sales growth in the third quarter and are pleased to have continued to trade ahead of the competition consistently for over three years.

We have fantastic people across our business who do amazing jobs, and we'd like to say an enormous thank you to them.

Our successful results allow us to continue our investment in developing our people, our menu, our sites and in better understanding our customers to allow us to innovate to meet their changing tastes and dining preferences. We believe this will further strengthen our business and brand and helps us to build in resilience to the current market challenges.'

## Results of operations

### Third Quarter 2017/18 compared with Third Quarter 2016/17

#### **Turnover**

Turnover increased 12.5% to £72.1 million in Q3 2017/18 from £64.1 million in Q3 2016/17. A geographic and business line analysis of our turnover follows:

£ million	Q3 2017/18	Q3 2016/17	% change
Company-operated UK	68.8	61.0	12.8%
Company-operated US	2.6	2.5	4.0%
Franchise	0.7	0.6	16.7%
<b>Total</b>	<b>72.1</b>	<b>64.1</b>	12.5%

#### *Company-operated restaurants*

Turnover in the United Kingdom increased 12.8% to £68.8 million in Q3 2017/18 from £61.0 million in Q3 2016/17. This was due to an 8.2% like for like sales increase and an increase in the number of restaurants from 123 open at the end of Q3 2016/17 to 129 open at the end of Q3 2017/18.

Turnover in the United States increased 4.0% (11.4% in USD terms) to £2.6 million (\$3.5 million) in Q3 2017/18 from £2.5 million (\$3.2 million) in Q3 2016/17 reflecting growth in like-for-like sales and the opening of 2 new restaurants in New York City and Boston since Q3 2016/17.

#### *International franchised restaurants*

Turnover from our international franchised restaurants increased 16.7% to £0.7 million in Q3 2017/18 from £0.6 million in Q3 2016/17.

#### **Cost of sales**

Gross margin has increased from £28.0 million in Q3 2016/17 to £30.3 million in Q3 2017/18. The growth in the estate and the like for like sales growth were the primary causes of this increase. This further includes the impact of supply chain and National Living Wage cost increases.

#### **Administrative expenses before exceptional items**

Administrative expenses before exceptional items increased 13.9% to £25.2 million in Q3 2017/18 from £22.1 million in Q2 2016/17. This was primarily due to overhead costs and depreciation commensurate with the addition of new restaurants in addition to the increase in central overhead expenses, again reflecting the increase in estate size. This includes the impact of business rates increases and our decision to invest in maintenance to ensure our estate is in the best position possible.

#### **Net interest payable and similar charges**

Net interest payable and similar charges (before exceptional items) decreased from £3.0 million in Q3 2016/17 to £2.3 million in Q3 2017/18 reflecting a lower interest rate on the Group's bond debt from the date of refinancing in July 2017 and a reduced level of bank facility fees.

#### **Tax on loss on ordinary activities**

The tax charge on profit on ordinary activities decreased from £1.1 million in Q3 2016/17 to £1.0 million in Q3 2017/18.

## YTD Q3 2017/18 compared with YTD Q3 2016/17

### **Turnover**

Turnover increased 13.5% to £229.5 million in YTD Q3 2017/18 from £202.2 million in YTD Q3 2016/17. A geographic and business line analysis of our turnover follows:

£ million	YTD Q3 2017/18	YTD Q3 2016/17	% change
Company-operated UK	219.5	194.4	12.9%
Company-operated US	7.8	5.9	32.2%
Franchise	2.2	1.9	15.8%
<b>Total</b>	<b>229.5</b>	<b>202.2</b>	13.5%

### *Company-operated restaurants*

Turnover in the United Kingdom increased 12.9% to £219.5 million in YTD Q3 2017/18 from £194.4 million in YTD Q3 2016/17. This was due to a 7.3% like for like sales increase and the increase in the number of restaurants from 123 open at the end of Q3 2016/17 to 129 open at the end of Q3 2017/18.

Turnover in the United States increased 32.2% (33.2% in USD terms) to £7.8 million (\$10.3 million) in YTD Q3 2017/18 from £5.9 million (\$7.7 million) in YTD Q3 2016/17 reflecting growth in like-for-like sales and the opening of 2 new restaurants in New York City and Boston since YTD Q3 2016/17.

### *International franchised restaurants*

Turnover from our international franchised restaurants increased 15.8% to £2.2 million in YTD Q3 2017/18 from £1.9 million in YTD Q3 2016/17.

### **Cost of sales**

Gross margin has increased from £87.7 million in YTD Q3 2016/17 to £97.1 million in YTD Q3 2017/18. The growth in the estate and the like for like sales growth were the primary causes of this increase. This further includes the impact of supply chain and National Living Wage cost increases.

### **Administrative expenses before exceptional items**

Administrative expenses before exceptional items increased 16.8% to £82.2 million in YTD Q3 2016/17 from £70.4 million in YTD Q3 2016/17. This was primarily due to overhead costs and depreciation commensurate with the addition of new restaurants in addition to the increase in central overhead expenses, again reflecting the increase in estate size. This includes the impact of business rates increases and our decision to invest in maintenance to ensure our estate is in the best position possible.

### **Net interest payable and similar charges**

Net interest payable (before exceptional items) decreased from £10.1 million in YTD Q3 2016/17 to £8.5 million in YTD Q3 2017/18 reflecting a lower interest rate on the Group's bond debt from the date of refinancing in July 2017.

### **Tax on loss on ordinary activities**

The tax charge on profit on ordinary activities decreased from a £2.3 million charge in YTD Q3 2016/17 to a charge of £0.6 million in YTD Q3 2017/18 due to exceptional charges resulting in a loss before tax.

## **Liquidity and capital resources**

### ***Cash flow***

The cash balance at the end of Q3 2017/18 was £27.8 million compared to a balance of £43.7 million at the end of Q3 2016/17.

The cash outflow of £3.8 million in Q3 2017/18 decreased from an inflow of £6.2 million in Q3 2016/17 reflecting a change in timing of interest payments on the group's bond debt post-refinancing, an increased level of capital expenditure and a lower working capital inflow.

The cash outflow of £6.0 million in YTD Q3 2017/18 decreased from an inflow of £8.1 million in YTD Q3 2016/17. The net cash inflow from the Group's refinancing in July 2017 has been offset by an increased level of capital expenditure, payment of a dividend and a change in timing of interest payments on the group's bond debt post-refinancing together with a working capital outflow.

### ***Net cash inflow from operating activities***

Net cash inflow from operating activities decreased 45.2% to £8.2 million in Q3 2017/18 from £15.1 million in Q3 2016/17. This was due to the increase in trading EBITDA being offset by the cash element of the exceptional charge and some timing movement in working capital.

Taxation cash outflows decreased 70.5% to £0.5 million in Q3 2017/18 from £1.9 million in Q3 2016/17 as a result of the timings of payments on account.

Net cash inflow from operating activities decreased 29.9% to £26.1 million in YTD Q3 2017/18 from £37.2 million in YTD Q3 2016/17. This was due to the increase in adjusted EBITDA being offset by the cash element of the exceptional charge and some timing movement in working capital.

Taxation cash flows increased from £2.0 million in YTD Q3 2016/17 to £3.8 million in YTD Q3 2017/18 as a result of increased profitability and timing of payments on account relating to the 2016/17 tax year.

### ***Net cash outflow from investing activities***

Net cash outflow from capital expenditure increased 1.0% to £7.0 million in Q3 2017/18 from £6.9 million in Q3 2016/17. This was principally driven by refurbishment of our UK restaurants.

Net cash outflow from capital expenditure increased 17.3% to £24.8 million in YTD Q3 2017/18 from £21.1 million in YTD Q3 2016/17. This was due to new restaurant expenditure in both the UK (6 restaurants opened in the YTD) and USA (2 restaurants opened).

### ***Net cash inflow/outflow from financing***

Net cash flow from financing decreased to a £4.6 million outflow in Q3 2017/18 from a £nil outflow in Q3 2016/17 as a result of a change in timing of interest payments on the group's bond debt post-refinancing.

Net cash flow from financing increased to a £3.7 million outflow in YTD Q3 2017/18 from a £6.0 million outflow in YTD Q3 2016/17. The reduced outflow in YTD Q3 2017/18 results from the Group's refinancing in July 2017 where a new £225 million bond was issued. The proceeds of the new 4.125% Senior Secured notes due 2022 were used to repay the Group's existing £150 million 7.875% Senior Secured Notes due 2020 and the associated redemption premium, accrued interest and fees. The cash outflow in YTD Q3 2016/17 reflected payment of the semi-annual interest on the Group's previous senior secured notes.

## Capital expenditures

The following table shows our capital expenditures for the periods indicated:

	For the 12 weeks ended		For the 40 weeks ended	
	January 28, 2018	January 29, 2017	January 28, 2018	January 29, 2017
New site capital expenditures	2.5	4.2	14.1	11.5
Refurbishment expenditures	3.0	1.4	4.9	6.0
Maintenance expenditures	1.4	0.7	3.5	1.8
Other capital expenditures*	0.2	0.7	2.3	1.8
<b>Total capital expenditures</b>	<b>7.1</b>	<b>7.0</b>	<b>24.8</b>	<b>21.1</b>
Corporate expenses	0.1	-	0.3	0.1

\*other capital expenditure: office, systems and central kitchen

## Estate summary

We opened 1 new restaurant in Q3 2017/18 and 8 restaurants in YTD Q3 2017/18 compared to 2 restaurants in Q3 2016/17 and 8 restaurants in YTD Q3 2016/17. The increase in the number of franchised restaurants reflects new openings in Madrid (3 restaurants), Bergamo, Jeddah, Doha, Qurum and Malpensa in YTD Q3 2017/18.

The table below shows the number of our Company-operated and franchised restaurants as at the following dates:

	For the 12 weeks ended		For the 40 weeks ended	
	January 28, 2018	January 29, 2017	January 28, 2018	January 29, 2017
<b>Company-operated restaurants<sup>(1)</sup></b> .....	<b>134</b>	<b>127</b>	<b>134</b>	<b>127</b>
<i>United Kingdom restaurants</i> .....	129	123	129	123
<i>United States restaurants</i> .....	5	4	5	4
<i>Company-operated restaurant openings during the period</i> .....	1	2	8	8
<i>Company-operated restaurants closures during the period</i> .....	0	0	(2)	(5)
Franchised <sup>(2)</sup> .....	51	40	51	40
<b>Total</b> .....	<b>185</b>	<b>167</b>	<b>185</b>	<b>167</b>

(1) Company-operated restaurants include all of our restaurants in the United Kingdom and the United States.

(2) Franchised restaurants as at the dates listed were located in Belgium, Greece, Ireland, Malta, The Netherlands, Northern Ireland, Denmark, Sweden, Cyprus, Slovakia, Turkey, Qatar, United Arab Emirates, Bahrain, New Zealand, Gibraltar, Saudi Arabia, Bulgaria, Spain, Italy and Oman

## Key performance indicators

	For the 12 weeks ended		For the 40 weeks ended		LTM
	January 28, 2018	January 29, 2017	January 28, 2018	January 29, 2017	January 29, 2017
	(£ millions)				
UK Like-for-like sales growth (%)	8.2%	8.5%	7.3%	9.2%	6.9%
EBITDAR .....	16.0	15.9	50.9	48.7	66.3
Rent Expense .....	5.6	5.1	19.0	16.3	24.4
EBITDA .....	10.4	10.8	31.9	32.4	41.9
EBITDA Margin (%) .....	14.6%	17.0%	14.0%	16.2%	14.4%
Adjusted EBITDA <sup>(1)</sup>	11.5	11.7	35.1	34.8	45.8
Adjusted EBITDA margin (%)	16.1%	18.5%	15.4%	17.4%	15.8%
Net total indebtedness <sup>(2)</sup> .....					194.0
Ratio of net total indebtedness to Adjusted EBITDA.....					4.2

(1) Please find below a reconciliation calculation from profit for the financial period to EBITDA and Adjusted EBITDA and adjustments made to calculate Adjusted EBITDA for the periods indicated:

(2) Net total indebtedness represents total debt less cash.

	For the 12 weeks ended		For the 40 weeks ended		LTM
	January 28, 2018	January 29, 2017	January 28, 2018	January 29, 2017	January 29, 2017
	(£ millions)				
Profit/loss for the financial period ..	1.7	1.8	(6.6)	4.4	(5.6)
Tax on profit/loss on ordinary activities.....	1.0	1.1	0.6	2.4	2.1
Net interest payable and similar charges.....	2.3	3.0	8.3	9.9	11.4
Exceptional <sup>(c)</sup> expenses/(income) ..	0.1	-	12.5	0.6	11.2
Goodwill amortisation .....	2.1	2.1	7.0	7.0	9.1
Depreciation and impairment of tangible assets .....	3.2	2.6	10.0	7.8	13.4
Loss on disposal of assets	-	0.2	0.1	0.3	0.3
<b>EBITDA.....</b>	<b>10.4</b>	<b>10.8</b>	<b>31.9</b>	<b>32.4</b>	<b>41.9</b>
Pre-opening costs <sup>(a)</sup> .....	1.0	0.9	2.9	2.3	3.6
Corporate expenses <sup>(b)</sup> .....	0.1	-	0.3	0.1	0.3
<b>Adjusted EBITDA.....</b>	<b>11.5</b>	<b>11.7</b>	<b>35.1</b>	<b>34.8</b>	<b>45.8</b>

(a) Pre-opening costs represents costs incurred prior to the opening of a new restaurant, including rent incurred prior to opening, wages of employees in training and food costs incurred for training of new employees.

(b) Corporate expenses represent fees paid to our principal shareholders and security agent under our bond and RCF agreement, professional fees incurred relating to syndication and listing of loan notes under that agreement and fees in respect of our corporate status.

(c) For the period ended 28 January 2018 exceptional expenses included administrative expenses incurred as part of the Group's refinancing in July 2017 including a redemption premium of £5.9 million and the write off of previously capitalised refinancing fees relating to the Group's existing 7.875% Senior Secured Notes due 2020 of £2.8 million. Also included are salary and settlement costs in respect of former CEO David Campbell.

## General information

Wagamama operates popular award winning pan-Asian inspired noodle restaurants based in the United Kingdom. In addition to our Company-operated restaurants across the United Kingdom and the United States, we have franchised restaurants operating in 20 markets around the world spread across Western Europe, Eastern Europe, the Middle East and New Zealand.

Wagamama offers fresh, pan-Asian cuisine in a friendly, vibrant setting. Our menu features a wide variety of noodle and rice dishes, as well as salads and side dishes, juices, hot drinks, wine, sake and Asian beers. Freshness and quality are two ingredients that we believe go into every dish. Many Wagamama signature dishes can be found in all of our restaurants across the globe and we also have local specialties that take advantage of regional produce and tastes.

## Presentation of financial information

Unless otherwise indicated, the financial information presented in this report is the historical consolidated financial information of Mabel Mezzco Limited and its subsidiaries (the "Group").

This report includes or derives information from the following financial sources:

- the unaudited consolidated financial information of the Group as of and for the 12 weeks ended January 28, 2018 ("Third Quarter 2017/18", "Q3 2017/18", or "the Quarter"), and the comparative period as of and for the 12 weeks ended January 29, 2017 ("Third Quarter 2016/17" or "Q3 2016/17"), prepared in accordance with FRS 102.
- the unaudited consolidated financial information of the Group as of and for the 40 weeks ended January 28, 2018 ("YTD Q3 2017/18") and the comparative period as of and for the 40 weeks ended January 29, 2017 ("YTD Q3 2016/17") prepared in accordance with FRS 102.

The financial year for the Group runs from the calendar day following the previous financial year end to the Sunday nearest to April 30 of each calendar year. Accordingly, from time to time, the financial accounting period covers a 53-week period, which impacts the comparability of results. Our 2017/18 financial year will end on April 29, 2018 and will constitute a 53-week period.

## Further information for noteholders

This report was prepared in accordance with the indenture dated July 10, 2017 among Wagamama Finance plc, as Issuer, the guarantors named therein, U.S. Bank Trustees Limited, as Trustee and Security Agent and Elavon Financial Services DAC, UK Branch, as paying agent.

This interim report may include forward-looking statements. All statements other than statements of historical facts included in this interim report, including those regarding the Group's financial position, business and acquisition strategy, plans and objectives of management for future operations are forward-looking statements. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Group, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements.

Such forward-looking statements are based on numerous assumptions regarding the Group's present and future business strategies and the environment in which the Group will operate in the future. Many factors could cause the Group's actual results, performance or achievements to differ materially from those in the forward-looking statements. Forward-looking statements should, therefore, be construed in light of such risk factors and undue reliance should not be placed on forward-looking statements. These forward-looking statements speak only as of the date of this interim report. The Group expressly disclaims any obligations or undertaking, except as required by applicable law and applicable regulations to release publicly any updates or revisions to any forward-looking statement contained herein to reflect any change in the Group's expectations with regard thereto or any changes in events, conditions or circumstances on which any such statement is based.

The financial results presented in this presentation are preliminary and may change. This financial information includes calculations or figures that have been prepared internally by management and have not been reviewed or audited by our independent chartered accounting firm. There can be no

assurance that the group's actual results for the period presented herein will not differ from the preliminary financial data presented herein and such changes could be material. This preliminary financial data should not be viewed as a substitute for full financial statements prepared in accordance with FRS 102 and is not necessarily indicative of the results to be achieved for any future periods. This preliminary financial information, and previously reported amounts, could be impacted by the effects of the pending review of the Board of Directors.

### **Use of non-FRS 102 financial information**

Certain parts of this report contain non-FRS 102 measures and ratios, including EBITDAR, rent expense, EBITDA, EBITDA margin, Adjusted/(Adj.) EBITDA, Adjusted/(Adj.) EBITDA margin, new site capital expenditures, refurbishment expenditures, maintenance capital expenditures, other capital expenditures, total capital expenditures, like-for-like sales growth, working capital and leverage ratios that are not required by, or presented in accordance with, FRS 102. We believe that these measures are useful indicators of our ability to incur and service our indebtedness and can assist certain investors, security analysts and other interested parties in evaluating us. Because all companies do not calculate these measures on a consistent basis, our presentation of these measures may not be comparable to measures under the same or similar names used by other companies. Accordingly, undue reliance should not be placed on these measures in this interim report. In particular, EBITDAR, EBITDA and Adjusted/(Adj.) EBITDA are not measures of our financial performance or liquidity under FRS 102 and should not be considered as an alternative to (a) net income/(loss) for the period as a measure of our operating performance, (b) cash flows from operating, investing and financing activities as a measure of our ability to meet our cash needs or (c) any other measures of performance under FRS 102.

Our non-FRS 102 measures are defined by us as follows:

- We define "EBITDAR" as EBITDA plus rent expense.
- We define "rent expense" as the aggregate fees incurred for the period indicated pursuant to our property lease obligations.
- We define "EBITDA" as profit for the financial period plus tax on profit on ordinary activities, net interest payable and similar charges, exceptional administrative (expenses)/income, gain/(loss) on disposal of fixed assets, goodwill amortisation and depreciation and impairment of tangible assets.
- We define "EBITDA margin" as EBITDA divided by company operated sales.
- We define "Adjusted/(Adj.) EBITDA" as EBITDA adjusted for the impact of restaurant pre-opening costs and corporate expenses. We define LTM performance as FY17 audited full year results less YTD Q3 2016/17, plus YTD Q3 2017/18.
- We define "Adjusted/(Adj.) EBITDA margin" as Adjusted EBITDA divided by turnover.
- We define "sales" as income generated from company operated restaurants. We define "turnover" as income generated from company operated restaurants and franchise income.
- We define "new site capital expenditure" as the capital expenditures we incur in order to purchase and outfit a new restaurant in preparation for its opening.
- We define "refurbishment expenditure" as expansion capital expenditure in existing restaurants.
- We define "maintenance capital expenditure" as the capital expenditures we incur to maintain our restaurants.
- We define "other capital expenditure" as the capital expenditures we incur for overhead costs relating to our central kitchen and other centralised capital expenditures relating primarily to training and IT.
- We define "total capital expenditure" as the purchase of tangible fixed assets as reflected in our cash flow statements.
- We define "like-for-like sales growth" as sales from our United Kingdom and/or United States restaurants that traded for at least 17 full four-week periods. Restaurants are included on a rolling basis as each new restaurant is included in the like-for-like comparison once it has traded for 17 full four-week periods. Any week in which a restaurant did not have revenue and the preceding and following week are excluded both in the period considered and in the comparative period.

Mabel Mezzco Limited

Interim financial information

For the 40 weeks ended 28 January 2018

Registered number: 07556501

## Mabel Mezzco Limited

### Group profit and loss account for the period ended 28 January 2018

	Note	Unaudited 40 weeks to 28 January 2018 £'000	Unaudited 40 weeks to 29 January 2017 £'000	Audited 52 weeks to 23 April 2017 £'000
Turnover	2	229,471	202,133	266,109
Cost of sales		(132,413)	(114,429)	(150,747)
<b>Gross profit</b>		<b>97,058</b>	<b>87,704</b>	<b>115,362</b>
Administrative expenses before exceptional items		(82,225)	(70,393)	(93,809)
<b>Operating profit before exceptional items</b>	3	<b>14,833</b>	<b>17,312</b>	<b>21,553</b>
Exceptional administrative expenses	3	(3,714)	(564)	647
<b>Operating profit after exceptional items</b>		<b>11,119</b>	<b>16,747</b>	<b>22,200</b>
Interest receivable and similar income		157	146	192
Interest payable and similar charges before exceptional items		(8,491)	(10,066)	(13,126)
Exceptional items		(8,737)	-	-
<b>Interest payable and similar charges</b>	4	<b>(17,228)</b>	<b>(10,066)</b>	<b>(13,126)</b>
<b>Loss/profit on ordinary activities</b>		<b>(5,952)</b>	<b>6,827</b>	<b>9,266</b>
Tax on loss/profit on ordinary activities		(606)	(2,392)	(3,908)
<b>Loss/profit after tax for the financial period</b>		<b>(6,558)</b>	<b>4,435</b>	<b>5,358</b>

All of the activities of the Group are continuing.

## Mabel Mezzco Limited

### Group statement of comprehensive income for the period ended 28 January 2018

	<b>Unaudited</b>	Unaudited	Audited
	<b>40 weeks to</b>	40 weeks to	52 weeks to
	<b>28 January</b>	29 January	23 April
	<b>2018</b>	2017	2017
	<b>£'000</b>	£'000	£'000
Profit/loss for the financial period	(6,558)	4,435	5,358
Foreign exchange differences arising on consolidation	(1,277)	610	547
<b>Total comprehensive income/expense for the period</b>	<b>(7,835)</b>	<b>5,045</b>	<b>5,905</b>

### Group statement of changes in equity for the period ended 28 January 2018

	<b>Unaudited</b>	Unaudited	Audited
	<b>40 weeks to</b>	40 weeks to	52 weeks to
	<b>28 January</b>	29 January	23 April
	<b>2018</b>	2017	2017
		£'000	£'000
Profit/loss for the financial period	(6,558)	4,435	5,358
Other comprehensive income for the period	(1,277)	610	547
<b>Total comprehensive income/expense for the period</b>	<b>(7,835)</b>	<b>5,045</b>	<b>5,905</b>
Intra-Group Dividend <sup>1</sup>	(59,700)	-	-
<b>Total transactions with owners recognised directly in equity</b>	<b>(59,700)</b>	-	-
<b>Net change in shareholders' funds</b>	<b>(67,535)</b>	<b>5,045</b>	<b>5,905</b>
Opening shareholders' funds	67,850	61,945	61,945
<b>Closing shareholders' funds</b>	<b>315</b>	<b>66,990</b>	<b>67,850</b>

<sup>1</sup> Intra-Mabel Topco Group dividend of £59.7 million paid to Mabel Midco Limited as part of mechanism to pay down shareholder loan note debt on refinancing in July 2017 as described in the listing prospectus.

## Mabel Mezzco Limited

### Group balance sheet as at 28 January 2018

	Notes	Unaudited 28 January 2018 £'000	Unaudited 29 January 2017 £'000	Audited 23 April 2017 £'000
<b>Fixed assets</b>				
Intangible assets		120,419	129,535	127,431
Tangible assets	5	111,860	94,005	100,225
		<b>232,279</b>	<b>223,540</b>	<b>227,656</b>
<b>Current assets</b>				
Stocks		1,826	1,573	1,628
Debtors	6	16,161	10,182	10,184
Cash at bank and in hand		27,818	43,676	33,979
		<b>45,805</b>	<b>55,431</b>	<b>45,791</b>
Creditors: amounts falling due within one year	7	(50,902)	(59,640)	(53,216)
<b>Net current liabilities</b>		<b>(5,097)</b>	<b>(4,209)</b>	<b>(7,425)</b>
<b>Total assets less current liabilities</b>		<b>227,182</b>	<b>219,331</b>	<b>220,231</b>
Creditors: amounts falling due after more than 1 year	8	(221,862)	(146,671)	(146,932)
		<b>5,320</b>	<b>72,660</b>	<b>73,299</b>
Provisions for liabilities and charges		(5,005)	(5,670)	(5,449)
<b>Net assets</b>		<b>315</b>	<b>66,990</b>	<b>67,850</b>
<b>Capital and reserves</b>				
Called-up share capital		20,000	20,000	20,000
Profit and loss account		(19,685)	46,990	47,850
<b>Total shareholders' funds</b>		<b>315</b>	<b>66,990</b>	<b>67,850</b>

## Mabel Mezzco Limited

### Group cash flow statement for the period ended 28 January 2018

		Unaudited 40 weeks to 28 January 2018	Unaudited 40 weeks to 29 January 2017	Audited 52 weeks to 23 April 2017
	Note	£'000	£'000	£'000
<b>Net cash inflow from operating activities</b>	9	26,070	37,182	44,977
Taxation		(3,782)	(2,009)	(2,509)
<b>Net cash generated from operating activities</b>		<b>22,288</b>	<b>35,173</b>	<b>42,468</b>
<b>Cash flow from investing activities</b>				
Interest received		157	146	192
Payments to acquire tangible fixed assets		(24,768)	(21,116)	(32,119)
<b>Net cash used in investing activities</b>		<b>(24,611)</b>	<b>(20,970)</b>	<b>(31,927)</b>
<b>Cash flow from financing activities</b>				
Interest paid		(9,726)	(6,036)	(12,067)
New bond issue		225,000	-	-
Repayment of bond		(155,907)	-	-
Expenses paid in connection with issue of debt		(3,384)	-	-
Intra-Group Dividend paid <sup>1</sup>		(59,700)	-	-
<b>Net cash used in financing activities</b>		<b>(3,717)</b>	<b>(6,036)</b>	<b>(12,067)</b>
<b>Net increase in cash and cash equivalents</b>	10	<b>(6,040)</b>	<b>8,167</b>	<b>(1,526)</b>
Cash and cash equivalents at the beginning of the period		33,979	35,472	35,472
Exchange adjustments		(121)	37	33
<b>Cash and cash equivalents at the beginning of the period</b>		<b>27,818</b>	<b>43,676</b>	<b>33,979</b>

<sup>1</sup> Intra-Mabel Topco Group dividend of £59.7 million paid to Mabel Midco Limited as part of mechanism to pay down shareholder loan note debt on refinancing in July 2017 as described in the listing prospectus.

# **Mabel Mezzco Limited**

## **Notes to the interim financial information for the period ended 28 January 2018**

### **1. Basis of preparation**

The unaudited interim financial information contains consolidated financial information for Mabel Mezzco Limited and its subsidiary undertakings (the “Group”) for the 40 weeks ended 28 January 2018.

The unaudited interim financial information has been prepared using consistent accounting policies, presentation and a method of computation to those applied in the latest annual audited financial statements of the Group for the 52 week period ended 23 April 2017. This financial information should be read in conjunction with the Group’s financial statements for the period ended 23 April 2017, which have been prepared under FRS 102.

The statutory accounts for the 52 week period ended 23 April 2017 have been approved by the Board of Directors. The auditors reported on those accounts, their report was unqualified, did not draw attention to any matters by way of emphasis and did not contain a statement under section 498(2) or (3) of the Companies Act 2006.

## Mabel Mezzco Limited

### Notes to the interim financial information for the period ended 28 January 2018 (continued)

#### 2. Turnover

The turnover and operating profit for the period was derived from the Group's continuing activity which was carried out primarily in the UK. The analysis of turnover is as follows:

	<b>Unaudited 40 weeks to 28 January 2018 £'000</b>	Unaudited 40 weeks to 29 January 2017 £'000	Audited 52 weeks to 23 April 2017 £'000
<b>UK location analysis</b>			
Town	112,560	99,867	131,377
Shopping centre	77,890	69,421	90,689
Other location	29,010	25,081	33,104
<b>Total UK company operated</b>	<b>219,460</b>	<b>194,369</b>	<b>255,170</b>
Franchise revenue	2,209	1,886	2,604
<b>Total UK revenue</b>	<b>221,669</b>	<b>196,255</b>	<b>257,774</b>
US revenue	7,802	5,878	8,335
<b>Total Revenue</b>	<b>229,471</b>	<b>202,133</b>	<b>266,109</b>

## Mabel Mezzco Limited

### Notes to the interim financial information for the period ended 28 January 2018 (continued)

#### 3. Operating profit

Operating profit is stated after charging:

	<b>Unaudited 40 weeks to 28 January 2018 £'000</b>	Unaudited 40 weeks to 29 January 2017 £'000	Audited 52 weeks to 23 April 2017 £'000
Amortisation	7,011	7,011	9,116
Depreciation of owned fixed assets	9,970	7,751	10,762
Foreign exchange gains	-	-	-
Auditors' remuneration			
- as auditors	63	50	77
- for taxation services	152	132	203
- for other advisory services	110	28	24
Loss on disposal of fixed assets	45	292	498
Operating lease costs - land & buildings	19,039	16,316	21,718
Exceptional administrative expenses/(income)	3,714	564	(647)

For the period ended 28 January 2018 exceptional expenses included administrative expenses incurred as part of the Group's refinancing in July 2017. Also included are salary and settlement costs relating to David Campbell. As previously announced on 26 April 2017, David Campbell stepped down as CEO and Jane Holbrook was appointed as CEO.

For the period ended 29 January 2017, the exceptional expenses incurred comprise expenditure relating to infrastructure development in readiness for the Group's USA expansion.

For the period ended 23 April 2017, the exceptional administrative expenses incurred comprise of expenditure relating to infrastructure development in readiness for the Group's USA expansion offset by a release of onerous lease and impairment provisions relating to closed sites.

## Mabel Mezzco Limited

### Notes to the interim financial information for the period ended 28 January 2018 (continued)

#### 4. Interest payable and similar charges

	<b>Unaudited</b>	Unaudited	Audited
	<b>40 weeks to</b>	40 weeks to	52 weeks to
	<b>28 January</b>	29 January	23 April
	<b>2018</b>	2017	2017
	<b>£'000</b>	£'000	£'000
Interest payable on bond	7,676	9,062	11,780
Interest payable on bank borrowings	115	137	133
Amortisation of loan fees	630	867	1,128
Foreign exchange difference	70	-	85
<b>Interest payable and similar charges before exceptional items</b>	<b>8,491</b>	<b>10,066</b>	<b>13,126</b>
Exceptional items	8,737	-	-
<b>Interest payable and similar charges after exceptional items</b>	<b>17,228</b>	<b>10,066</b>	<b>13,126</b>

Interest payable on bank borrowings relates to non-utilisation fees on bank facilities. The Group does not have any bank borrowings.

The exceptional finance cost in the 40 week period ended 28 January 2018 arose on the Group's refinancing in July 2017 and relate to accelerated loan cost write-off and early redemption premium on repayment of the Group's previous bond.

## Mabel Mezzco Limited

### Notes to the interim financial information for the period ended 28 January 2018 (continued)

#### 5. Tangible fixed assets

	Leasehold property £'000	Restaurant and office equipment £'000	Total £'000
<b>Cost</b>			
At 24 April 2017	103,094	39,211	142,305
Additions	10,709	11,722	22,431
Disposals	(1,843)	(449)	(2,292)
Foreign exchange differences	(972)	(213)	(1,185)
<b>At 28 January 2018</b>	<b>110,988</b>	<b>50,271</b>	<b>161,259</b>
<b>Accumulated depreciation</b>			
at 24 April 2017	27,692	14,388	42,080
Charge for the period	5,003	5,261	10,264
Disposals	(1,834)	(369)	(2,203)
Foreign exchange difference	(595)	(147)	(742)
<b>At 28 January 2018</b>	<b>30,266</b>	<b>19,133</b>	<b>49,399</b>
<b>Net book value</b>			
<b>At 28 January 2018</b>	<b>80,722</b>	<b>31,138</b>	<b>111,860</b>
at 23 April 2017	75,402	24,823	100,225

## Mabel Mezzco Limited

### Notes to the interim financial information for the period ended 28 January 2018 (continued)

#### 5. Tangible fixed assets

	Leasehold property £'000	Restaurant and office equipment £'000	Total £'000
<b>Cost</b>			
At 25 April 2016	83,431	29,959	113,390
Additions	12,970	9,035	22,005
Disposals	(1,926)	(1,306)	(3,232)
Foreign exchange differences	931	277	1,208
<b>At 29 January 2017</b>	<b>95,406</b>	<b>37,965</b>	<b>133,371</b>
<b>Accumulated depreciation</b>			
at 25 April 2016	22,765	11,198	33,963
Charge for the period	3,582	4,169	7,751
Disposals	(1,926)	(1,014)	(2,940)
Foreign exchange difference	386	206	592
<b>At 29 January 2017</b>	<b>24,807</b>	<b>14,559</b>	<b>39,366</b>
<b>Net book value</b>			
<b>At 29 January 2017</b>	<b>70,599</b>	<b>23,406</b>	<b>94,005</b>
at 25 April 2016	60,666	18,761	79,427

## Mabel Mezzco Limited

### Notes to the interim financial information for the period ended 28 January 2018 (continued)

#### 5. Tangible fixed assets (continued)

	Leasehold property £'000	Restaurant and office equipment £'000	Total £'000
<b>Cost</b>			
At 25 April 2016	83,431	29,959	113,390
Additions	20,118	11,866	31,984
Disposals	(1,245)	(2,851)	(4,096)
Foreign exchange difference	790	237	1,027
<b>At 23 April 2017</b>	<b>103,094</b>	<b>39,211</b>	<b>142,305</b>
<b>Accumulated depreciation</b>			
At 25 April 2016	22,765	11,198	33,963
Charge for the period	5,413	5,349	10,762
Disposals	(1,235)	(2,363)	(3,598)
Foreign exchange difference	749	204	953
<b>At 23 April 2017</b>	<b>27,692</b>	<b>14,388</b>	<b>42,080</b>
<b>Net book value</b>			
<b>At 23 April 2017</b>	<b>75,402</b>	<b>24,823</b>	<b>100,225</b>
at 24 April 2016	60,666	18,761	79,427

## Mabel Mezzco Limited

### Notes to the interim financial information for the period ended 28 January 2018 (continued)

#### 6. Debtors

	<b>Unaudited</b>	Unaudited	Audited
	<b>28 January</b>	29 January	23 April
	<b>2018</b>	2017	2017
	<b>£'000</b>	£'000	£'000
Trade debtors	3,496	2,112	1,920
Other debtors and prepayments	12,665	8,070	8,264
	<b>16,161</b>	<b>10,182</b>	<b>10,184</b>

#### 7. Creditors: amounts falling due within one year

	<b>Unaudited</b>	Unaudited	Audited
	<b>28 January</b>	29 January	23 April
	<b>2018</b>	2017	2017
	<b>£'000</b>	£'000	£'000
Trade creditors	17,962	15,367	16,561
Amounts owed to parent undertakings	298	492	449
Corporation tax	8	2,687	3,127
Other taxation & social security	12,752	11,648	8,053
Other creditors	3,552	8,402	5,310
Accruals	16,330	21,044	19,716
	<b>50,902</b>	<b>59,640</b>	<b>53,216</b>

## Mabel Mezzco Limited

### Notes to the interim financial information for the period ended 28 January 2018 (continued)

#### 8. Creditors: amounts falling due after more than one year

	<b>Unaudited</b>	Unaudited	Audited
	<b>28 January</b>	29 January	23 April
	<b>2018</b>	2017	2017
	<b>£'000</b>	£'000	£'000
Bond	221,862	146,671	146,932
	<b>221,862</b>	<b>146,671</b>	<b>146,932</b>

On 10 July 2017, a refinancing of the Mabel Topco Group was completed. At this date, the Group's previous £150 million 7.875% Senior Secured Notes due 2020 were repaid in full and £225 million of new 4.125% Senior Secured Notes due 2022 were issued. The bond is stated net of unamortised issued costs of £3,138,000. The issue costs are being amortised over the five year term of the bond.

## Mabel Mezzco Limited

### Notes to the interim financial information for the period ended 28 January 2018 (continued)

#### 9. Reconciliation of operating profit to net cash inflow from operating activities

	<b>Unaudited</b>	Unaudited	Audited
	<b>40 weeks to</b>	40 weeks to	52 weeks to
	<b>28 January</b>	29 January	23 April
	<b>2018</b>	2017	2017
	<b>£'000</b>	£'000	£'000
Operating profit	11,119	16,748	22,200
Amortisation	7,011	7,011	9,116
Depreciation	9,970	7,751	10,762
Non-cash exceptional charge	-	292	-
Loss on disposal of fixed assets	45	-	498
Impairment	-	-	1,244
(Increase)/decrease in stocks	(215)	(168)	(224)
(Increase)/decrease in debtors	(6,008)	(2,438)	(2,467)
Increase in creditors	4,535	8,441	5,100
Onerous lease	(387)	(455)	(1,252)
<b>Net cash inflow from operating activities</b>	<b>26,070</b>	<b>37,182</b>	<b>44,977</b>

## Mabel Mezzco Limited

### Notes to the interim financial information for the period ended 28 January 2018 (continued)

#### 10. Reconciliation of net cash flow to movement in net debt

	<b>Unaudited</b>	Unaudited	Audited
	<b>40 weeks to</b>	40 weeks to	52 weeks to
	<b>28 January</b>	29 January	23 April
	<b>2018</b>	2017	2017
	<b>£'000</b>	£'000	£'000
Increase/ (decrease) in cash in the period	(6,040)	8,167	(1,526)
Exchange adjustments	(121)	37	33
4.125% Senior Secured Notes due 2022	(225,000)	-	-
Repayment of 7.875% Senior Secured Notes due 2020	150,000	-	-
Accelerated loan cost write-off	(2,829)	-	-
Expenses paid in connection with issuing debt	3,529	-	-
Amortisation of loan issue fees	(630)	(867)	(1,128)
<b>Change in net debt</b>	<b>(81,091)</b>	<b>7,337</b>	<b>(2,621)</b>
Opening net debt	(112,953)	(110,332)	(110,332)
<b>Closing net debt</b>	<b>(194,044)</b>	<b>(102,995)</b>	<b>(112,953)</b>

## Mabel Mezzco Limited

### Notes to the interim financial information for the period ended 28 January 2018 (continued)

#### 11. Analysis of changes in net debt

40 weeks ended 28 January 2018

	At 24 April 2017 £'000	Cash flows £'000	Other non- cash changes £'000	At 28 January 2018 £'000
Net cash:				
Cash in hand and at bank	33,979	(6,040)	(121)	27,818
Debt:				
Debt due within 1 year	-			
Debt due after 1 year	(146,932)	(74,300)	(630)	(221,862)
	(146,932)	(74,300)	(630)	(221,862)
<b>Net debt after financing issue costs</b>	<b>(112,953)</b>	<b>(80,340)</b>	<b>(751)</b>	<b>(194,044)</b>
Financing issue costs	(3,068)			(3,138)
<b>Net debt before financing issue costs</b>	<b>(116,021)</b>			<b>(197,182)</b>

40 weeks ended 29 January 2017

	At 25 April 2016 £'000	Cash flows £'000	Other non- cash changes £'000	At 29 January 2017 £'000
Net cash:				
Cash in hand and at bank	35,472	8,167	37	43,676
Debt:				
Debt due within 1 year	-	-	-	-
Debt due after 1 year	(145,804)	-	(867)	(146,671)
	(145,804)	-	(867)	(146,671)
<b>Net debt after financing issue costs</b>	<b>(110,332)</b>	<b>8,167</b>	<b>(830)</b>	<b>(102,995)</b>
Financing issue costs	(4,196)			(3,329)
<b>Net debt before financing issue costs</b>	<b>(114,528)</b>			<b>(106,324)</b>

## Mabel Mezzco Limited

### Notes to the interim financial information for the period ended 28 January 2018 (continued)

#### 11. Analysis of changes in net debt (continued)

##### Non cash changes

	<b>Unaudited</b>	Unaudited	Audited
	<b>40 weeks to</b>	40 weeks to	52 weeks to
	<b>28 January</b>	29 January	23 April
	<b>2018</b>	2017	2017
	<b>£'000</b>	£'000	£'000
Amortisation of loan issue fees	(630)	(867)	(1,128)
Currency translation	(121)	37	33
	<b>(751)</b>	<b>(830)</b>	<b>(1,095)</b>