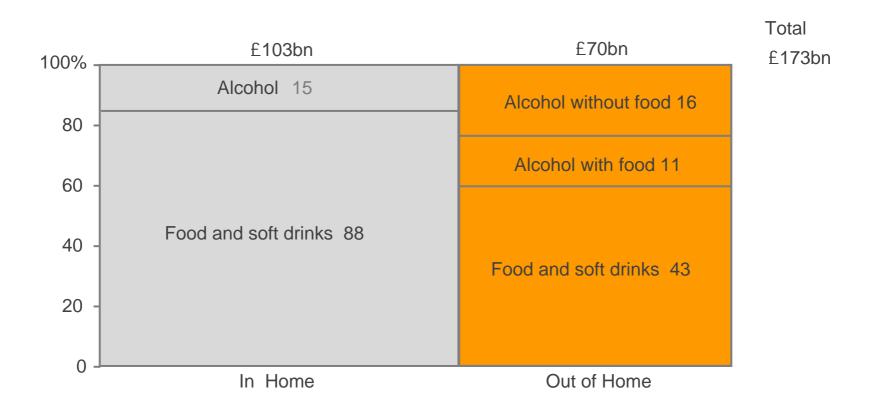


# **Supplementary Information**

Half Year Results – 20 May 2011



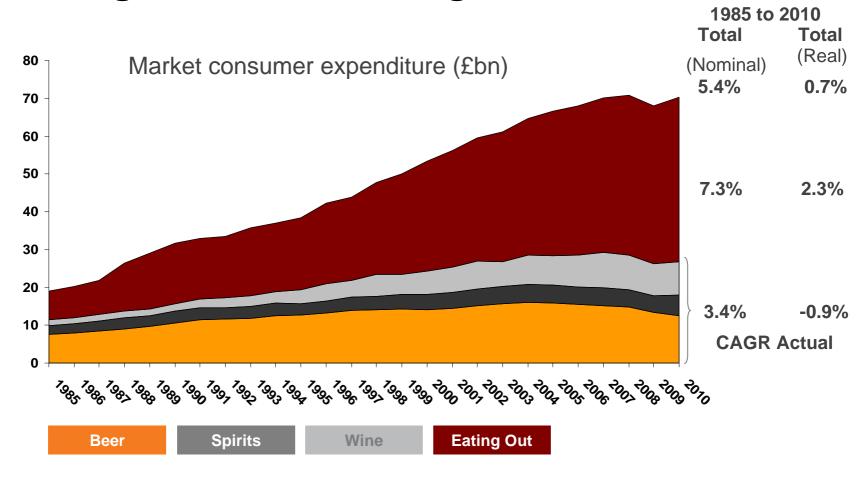
### Food and drink market (£bn)



£70bn eating and drinking out market



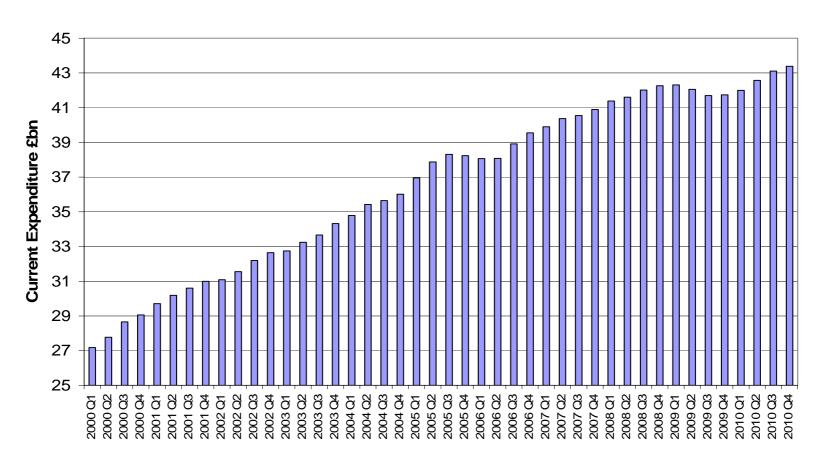
### Eating out continues to grow



**Attractive long term market growth** 



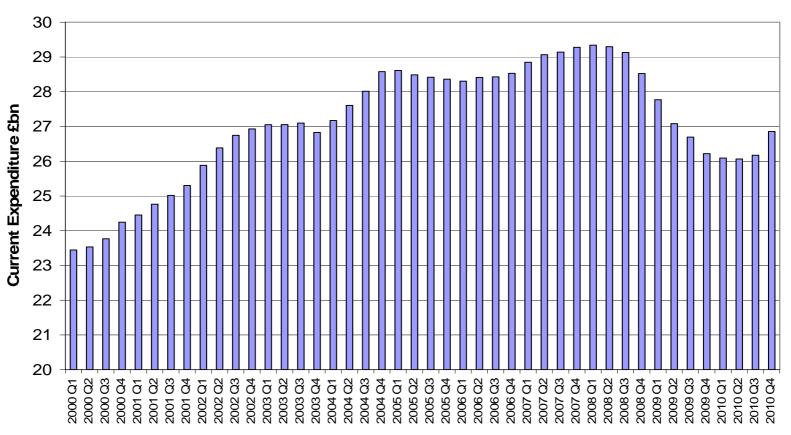
### **Eating out of home**



Over £40bn market in attractive long term growth



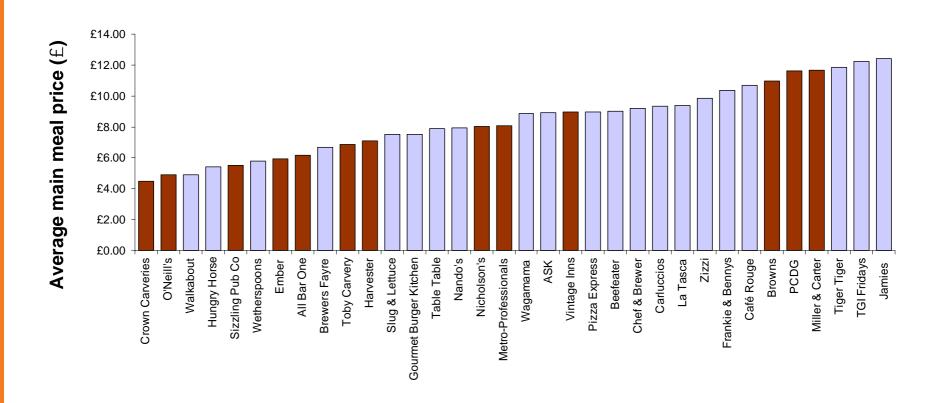
# Alcoholic drinks away from the home



Market substantially down from 2008 peak

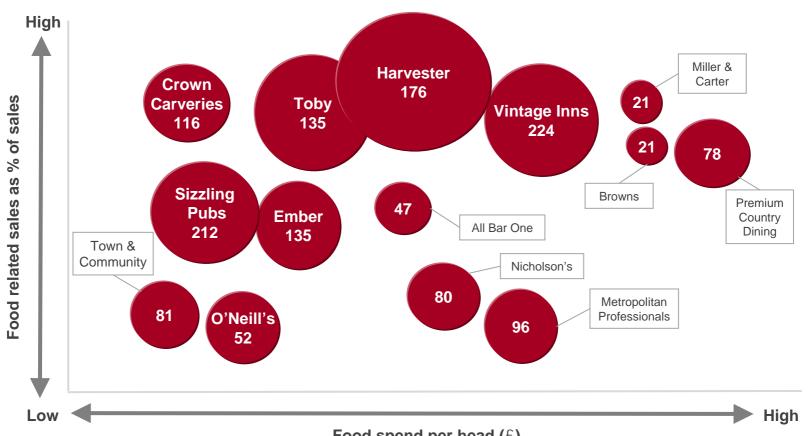


# Average main meal price incl VAT





# Estate details by food spend



Food spend per head (£)

Food accounts for 48% of sales

1. Numbers in circles are numbers of pubs at the half year.

2. 1474 pubs excludes Alex (41 outlets; 36 managed, 5 franchise), 67 UK based leased and franchise outlets, 1 non trading site and 1 site trading but not yet converted to a Mitchell's & Butlers brand.



#### **Outlet reconciliation H1 2011**

	Total MAB	Franchised	Total Managed
Closing outlets (end FY 10)	1909	86	1823
Transfers	0	0	0
Disposals	(360)	(14)	(346)
Acquisitions*	35	0	35
Closing outlets (end H1 11)	1584	72	1512
Average trading pubs**			1578
Average weekly take**			£21.1k
AWT retained estate**			£21.4k

Note: Lodges attached to pubs do not appear as a separate outlet

<sup>\* 35</sup> sites acquired in H1 of which 29 were converted to our brands and re-opened in the period.

<sup>\*\*</sup> Managed Pubs Only



# Financial covenants summary H1 2011

#### **Securitisation Restricted Payment Tests**

	Test	Actual (Relevant Year)	Headroom
Free Cashflow to Debt Service EBITDA to Debt Service	1.3x 1.7x	1.6x 2.0x	£55m £54m
<b>Securitisation Covenants</b>			

Covenant Actual Headroom

Free Cashflow to Debt Service 1.1x 1.6x £91m

Net Worth £500m £1,441m £941m