



**STRICTLY EMBARGOED  
UNTIL 7AM FRIDAY 6 JUNE 2014**

**FULLER, SMITH & TURNER P.L.C.  
Financial results for the 52 weeks ended 29 March 2014**

*A record year driven by strong like for likes*

### **Financial Highlights**

- Adjusted earnings per share<sup>1</sup> up 11% to 46.94p (2013: 42.18p)
- Adjusted profit before tax<sup>2</sup> up 10% to £34.1 million (2013: £31.1 million)
- Revenue up 6% to £288.0 million (2013: £271.5 million)
- EBITDA<sup>3</sup> up 6% to £54.5 million (2013: £51.2 million)
- Final dividend up 11% to 9.30p (2013: 8.35p)
- Net debt to EBITDA<sup>4</sup> 2.5 times (2013: 2.6 times)

### **Operational Indicators**

- Industry leading like for like sales growth of 8.3% in Managed Pubs and Hotels
- Particularly strong growth in food and accommodation, with like-for-like sales in both areas rising by 10.4%
- Tenanted Inns like for like profits<sup>5</sup> increased by 2%
- Total Beer and Cider volumes rose by 1%

### **Strategy Update**

- Portfolio development continues with addition of Frontier, our new craft lager, Cornish Orchards cider and Sierra Nevada

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<sup>1</sup> Calculated using adjusted profit after tax and the same weighted average number of shares as for the basic earnings per share and using a 40p ordinary share. Basic earnings per share were 52.14p (2013 restated: 50.43p). 2013 earnings per share are restated in line with the change in accounting policy as a result of IAS19 (amendment). See note 1 of the financial statements for details.

<sup>2</sup> Adjusted profit is the profit before tax excluding exceptional items. Statutory profit before tax was £33.5 million (2013 restated: £33.7 million). 2013 profits are restated, see note 1 for details.

<sup>3</sup> Pre-exceptional earnings before interest, tax, depreciation, loss on disposal of plant and equipment and amortisation.

<sup>4</sup> Net debt to EBITDA is adjusted as appropriate for the pubs acquired or disposed of in the period.

<sup>5</sup> Operating profit before exceptional items





















The deficit on the defined benefit pension scheme increased by £4.2 million to £17.2 million (2013: £13.0 million). Despite better than expected returns on the plan assets, there was a substantial increase in the calculated value of the scheme liabilities, driven by a lower discount rate, an increase to the cash commutation factor and more prudent mortality assumptions.

During the period 445,819 'A' ordinary 40p shares were purchased by the Company into treasury for £4.2 million. In addition 69,000 'A' ordinary 40p shares, 414,854 'B' ordinary 4p shares and 5,000 'C' ordinary 40p shares were purchased for £1.1 million by the Trustees of the Company's Share Incentive Plan and Long Term Incentive Plan to cover future issuance.

## **CURRENT TRADING AND PROSPECTS**

We've had a very good start to the new financial year, with like for like sales in our Managed Pubs and Hotels rising by 8.0% in the nine weeks to 31 May 2014. Like for like profits in the Tenanted estate have risen by 4% and total volumes in the Beer Company are up by 10%.

Two new pubs have opened during the first nine weeks of the year – The Windmill, a freehold site in Portishead, and London's Pride at Heathrow Terminal 2. In addition, we have three freehold riverside sites that will open during the next year at Kew, Fulham and Greenwich.

The Fuller's Beer Company strategy, launched last year, is already starting to deliver with both Frontier and Cornish Orchards achieving exciting growth and extra capacity coming on stream in Chiswick and Cornwall during the coming months.

We are looking forward with anticipation and excitement to the forthcoming year. Investment is taking place in all areas of the Company and we continue to be pleased with the impact that it is having on the business. The combination of a high quality estate, premium brands and a healthy balance sheet puts us in an excellent position going forward.

Simon Emeny  
Chief Executive  
6 June 2014