

J D Wetherspoon PLC
Interim Results
18 March 2022

Financial Summary

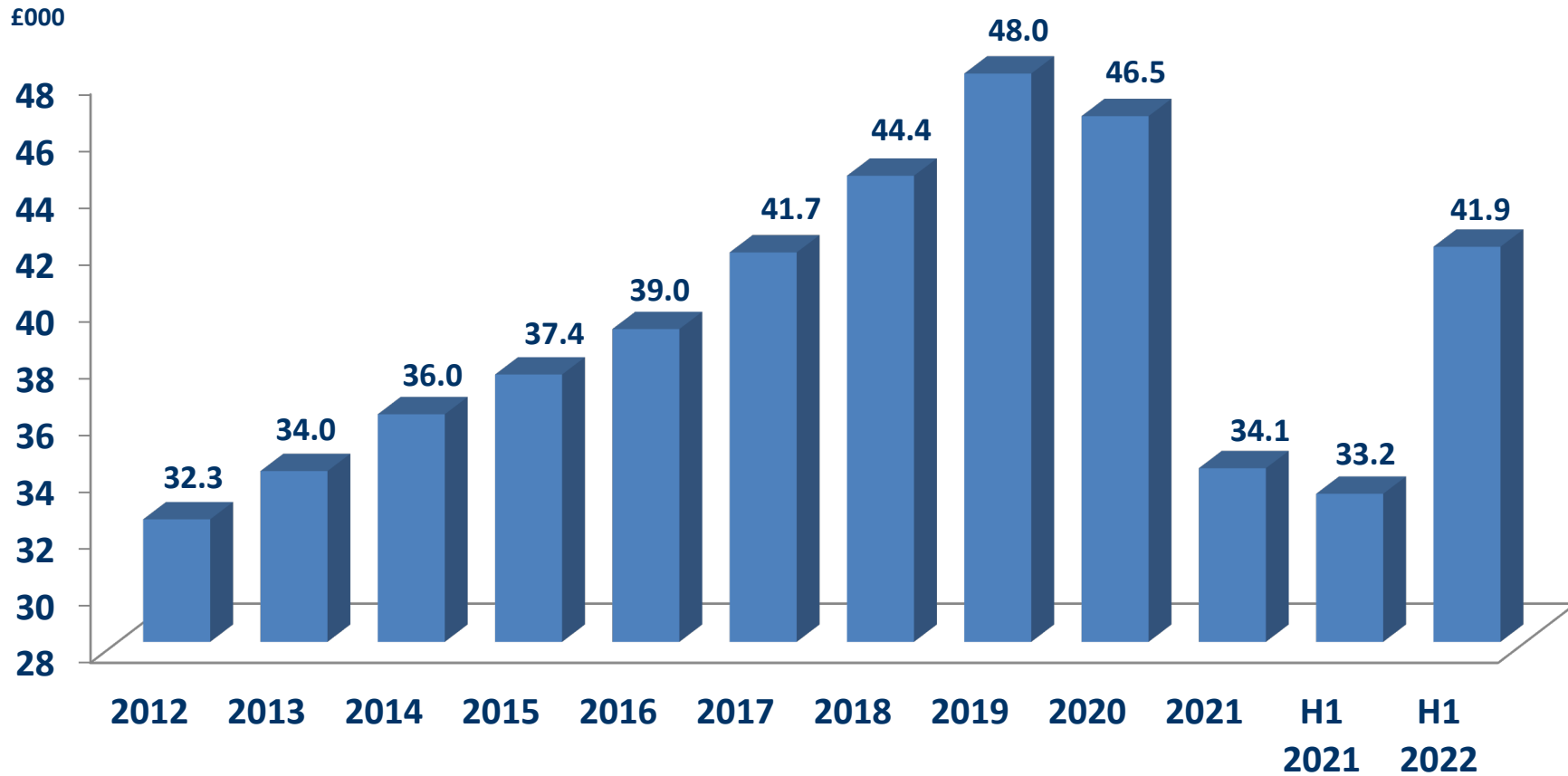
	H1 2022	H1 2021	Var %	2021	2020	2019	2018	2017 ²	2016	2015	2014	2013	2012 ²
Revenue (£m)	807.4	431.1	86.2%	772.6	1,262.0	1,818.8	1,693.8	1,660.8	1,595.2	1,513.9	1,409.3	1,280.9	1,197.1
Like-for-like sales	-11.8% <small>(vs 2020)</small>	-53.9% <small>(vs 2020)</small>		-38.4%	-29.5%	+6.8%	+5.0%	+4.0%	+3.4%	+3.3%	+5.5%	+5.8%	+3.2%
(Loss)/profit before tax and property gains and losses ³ (£m)	(19.5)	(44.9)	56.6%	(152.4)	(33.5)	96.9	104.3	100.0	75.3	78.5	80.8	76.9	72.4
(Loss)/profit before tax ³ (£m)	(21.3)	(46.2)	53.9%	(154.7)	(34.1)	102.5	107.2	102.8	80.6	77.8	79.4	76.9	72.4
(Losses)/Earnings per share ¹ (p)	(19.7)	(38.7)	49.1%	(119.2)	(27.5)	70.2	76.5	66.6	43.8	47.6	48.0	44.7	41.3
Free cash flow per share ¹ (p)	(27.2)	(64.5)	58.8%	(67.8)	(55.2)	92.0	88.4	97.0	76.7	89.8	74.1	51.8	70.4
Dividend per share (p)	-	-	-	-	-	12.0	12.0	12.0	12.0	12.0	12.0	12.0	12.0
After exceptional items:													
(Loss)/profit before tax ³ (£m)	(8.2)	(59.3)	86.2%	(172.0)	(94.8)	95.4	89.0	76.4	66.0	58.7	78.4	57.1	58.9

¹ Including shares held in trust. Underlying earnings per share are before exceptional items and exclude gains/losses on property and deferred tax credits.

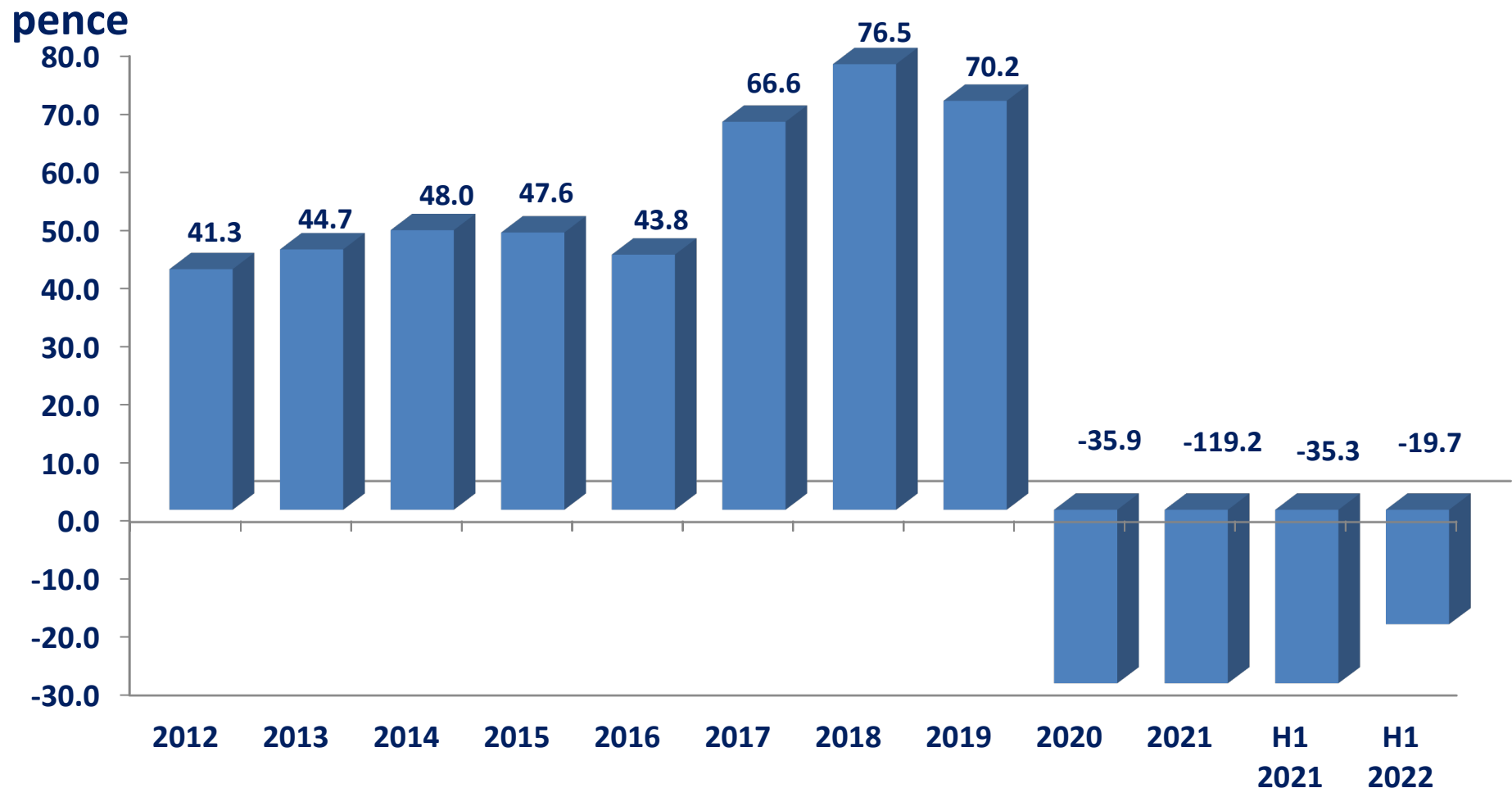
² Financial year contains 53 weeks.

³ Excluding impact of IFRS 16.

Average Weekly Sales Per Pub (including VAT)



Underlying (Losses)/Earnings Per Share (pence)*



*Underlying earnings/(losses) per share are before exceptional items and exclude gains/losses on property and one-off deferred tax benefits relating to changes in corporation tax rates. We include all shares held in trust.

Like-for-like Performance

%	H1 2022 (vs 2020)	H1 2021 (vs 2020)		2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Bar	-12.7	-57.3		-42.2	-29.3	+5.8	+5.1	+3.1	+3.3	+1.2	+2.7	+3.8	+2.8
Food	-11.1	-48.4		-37.4	-30.1	+8.3	+5.1	+5.7	+3.5	+7.3	+12.0	+10.9	+4.8
Fruit/slot machines	-9.8	-53.7		-52.1	-20.9	+10.3	+2.9	-1.2	-2.8	-2.8	-3.1	+0.4	-2.8
Hotel	6.6	-51.8		-27.1	-38.7	+3.9	+2.3	+9.9	+9.7	+24.2	+6.3	–	–
LFL sales	-11.8	-53.9		-38.4	-29.5	+6.8	+5.0	+4.0	+3.4	+3.3	+5.5	+5.8	+3.2
LFL Pub profit ¹	-47.6	-68.9		-88.3	-53.5	+0.1	+1.2	+8.4	-0.3	-1.1	+2.0	+4.4	-2.2

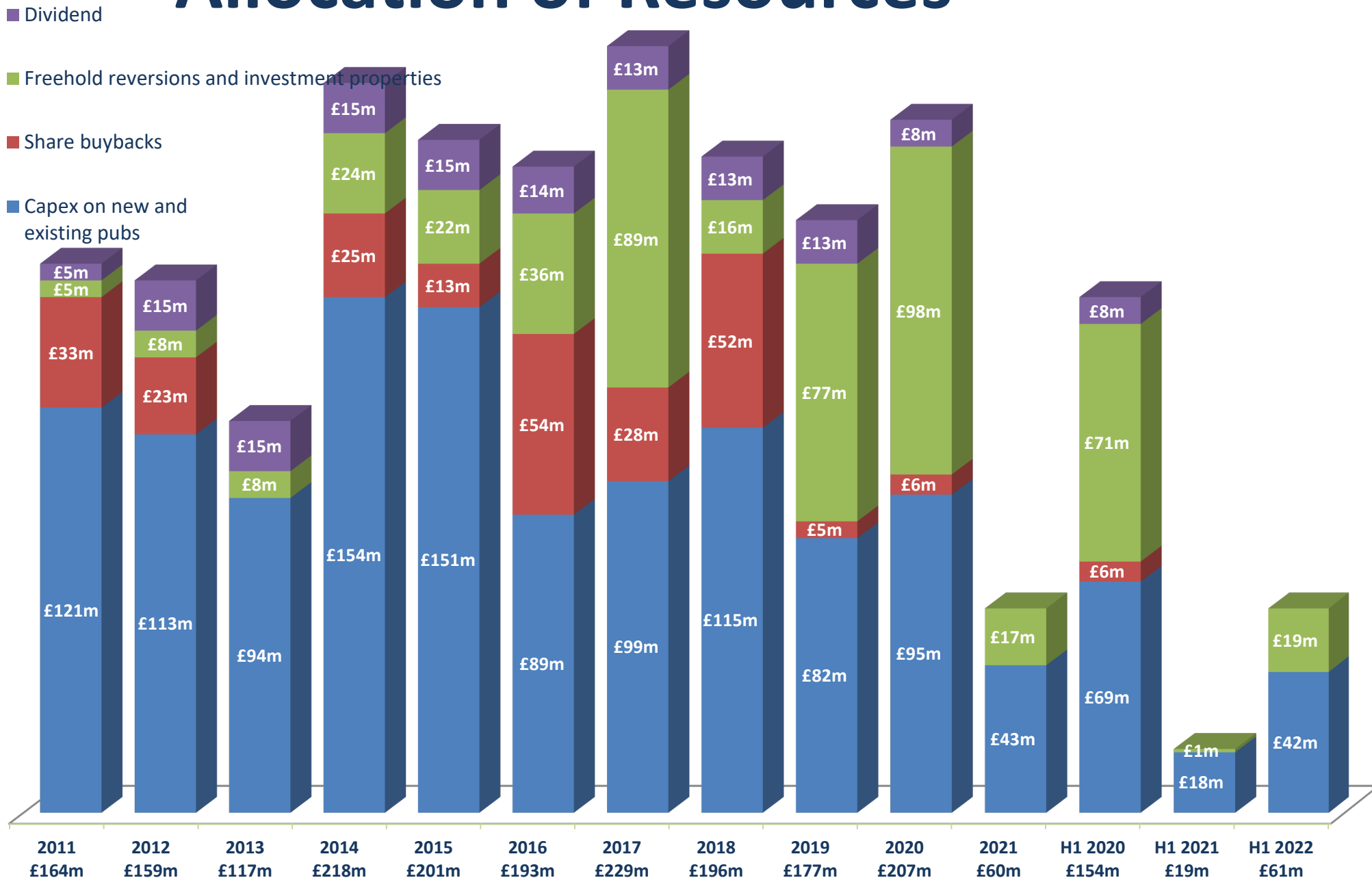
¹ Excludes head office, depreciation, share incentive plan, property gains and losses, and interest costs.

10 Year Operating Profit (pre-IFRS16)

£m	H1 2022	H1 2021	H1 2020	2021	2020	2019	2018	2017 ¹	2016	2015	2014	2013	2012 ¹
Total sales exc VAT	807.4	431.1	933.0	772.6	1,262.0	1,818.8	1,693.8	1,660.8	1,595.2	1,513.9	1,409.3	1,280.9	1,197.1
Pub profit (pre repairs)	109.9	67.2	192.2	82.3	214.2	349.7	338.6	330.6	288.3	285.4	284.4	259.0	245.4
Repairs	(45.4)	(25.7)	(46.1)	(63.3)	(75.9)	(76.9)	(71.3)	(66.2)	(54.9)	(53.4)	(59.4)	(48.0)	(46.6)
Head office costs	(21.3)	(17.0)	(24.1)	(37.3)	(40.8)	(47.5)	(44.3)	(51.3)	(41.9)	(43.9)	(42.7)	(40.4)	(36.6)
Share Incentive Plan	(3.2)	(6.4)	(5.5)	(10.3)	(10.7)	(11.6)	(11.4)	(10.7)	(9.6)	(8.9)	(7.2)	(6.2)	(5.7)
Depreciation and impairment	(37.2)	(38.8)	(39.9)	(76.5)	(79.6)	(81.8)	(79.3)	(73.9)	(72.2)	(66.7)	(58.1)	(53.1)	(49.2)
Operating (loss)/profit	0.5	(20.7)	76.6	(105.1)	7.2	131.9	132.3	128.5	109.7	112.5	117.0	111.3	107.3
Operating margin	0.1%	-4.8%	8.2%	-13.6%	0.6%	7.3%	7.8%	7.7%	6.9%	7.4%	8.3%	8.7%	9.0%
Gains and losses on property	(1.8)	(1.3)	(0.2)	(2.3)	(0.7)	5.6	2.9	2.8	5.3	(0.7)	(1.4)	–	–
EBIT before exceptionals	(1.3)	(22.1)	76.4	(107.4)	6.5	137.5	135.2	131.3	115.0	111.8	115.6	111.3	107.3
Exceptional items	13.0	(7.6)	(15.9)	(27.5)	(60.7)	(7.0)	(18.3)	(26.9)	(14.6)	(19.1)	–	(19.8)	(13.5)
EBIT after exceptionals	11.7	(29.7)	60.5	(134.9)	(54.2)	130.5	116.9	104.4	100.4	92.7	115.6	91.5	93.8

¹ Financial year contains 53 weeks.

Allocation of Resources



Cash Capital Expenditure

£m	H1 2022	H1 2021		2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
New Openings:													
Acquisition and development costs:													
Current year	10.6	1.3		11.5	18.6	19.8	32.0	27.2	38.6	76.5	64.5	40.4	57.2
Future year	11.7	5.8		9.6	31.8	7.5	14.4	13.1	16.6	30.5	33.2	12.8	10.4
Freehold reversions and investment properties	19.2	1.4		16.9	98.5	77.2	16.3	88.6	36.1	21.6	23.6	7.7	7.8
	41.5	8.5		38.0	148.9	104.5	62.7	128.9	91.3	128.6	121.3	60.9	75.4
Reinvestment in existing pubs:													
Kitchen and bar equipment / furniture etc.	9.4	3.4		8.8	18.5	28.7	46.2	25.3	16.0	18.4	22.6	16.7	22.5
Refurbishments	9.5	6.2		10.9	24.9	18.7	17.5	19.8	12.4	19.2	22.0	12.8	11.6
Business and IT projects	0.5	0.9		2.6	0.9	6.9	5.2	13.5	5.1	7.1	11.6	11.4	11.1
	19.4	10.5		22.3	44.3	54.3	68.9	58.6	33.5	44.7	56.2	40.9	45.2
Total	60.9	19.0		60.3	193.2	158.8	131.6	187.5	124.8	173.3	177.5	101.8	120.6

Movement in Net Debt

£m	H1 2022	H1 2021		2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Opening Net debt	845.5	817.0		817.0	737.0	726.2	696.3	650.8	601.1	556.6	474.2	462.6	437.7
Free cash flow	34.5	77.3		83.3	58.9	(97.0)	(93.4)	(107.9)	(90.5)	(109.8)	(92.9)	(65.3)	(91.5)
Disposal of fixed assets	(2.1)	–		(2.6)	(4.8)	(9.3)	(4.7)	(19.6)	(22.5)	(0.7)	(0.5)	(0.6)	(0.9)
New pubs and extensions	22.3	7.1		21.1	50.4	27.2	46.4	40.3	55.2	107.0	97.7	53.2	67.6
Freehold reversions and investment properties	19.2	1.4		16.9	98.5	77.2	16.3	88.6	36.1	21.6	23.6	7.7	7.8
Share buy-backs	–	–		–	6.5	5.4	51.6	28.4	53.6	12.7	24.6	–	22.7
Dividends paid	–	–		–	8.4	12.7	12.7	13.4	14.2	14.6	14.9	15.1	15.5
Net exceptional finance income	–	–		–	–	–	–	(0.4)	–	–	–	–	–
Gaming machine settlement	–	–		–	–	–	–	–	–	–	16.7	–	–
Share placing proceeds	–	(91.5)		(91.5)	(138.0)	–	–	–	–	–	–	–	–
Other	1.0	0.6		1.3	0.1	(5.4)	1.0	2.7	3.6	(0.9)	(1.7)	1.5	3.7
Closing Net debt	920.4	811.9		845.5	817.0	737.0	726.2	696.3	650.8	601.1	556.6	474.2	462.6
Available facility	1,083.0	1,041.0		1,083.0	993.0	895.0	860.0	860.0	840.0	840.0	690.0	575.0	575.0
Other borrowings	12.7	16.1		16.2	18.4	–	0.1	0.2	0.3	2.0	4.7	10.2	16.1
Less net borrowings	(920.4)	(811.9)		(845.5)	(817.0)	(737.0)	(726.2)	(696.3)	(650.8)	(601.1)	(556.6)	(474.2)	(462.6)
Unutilised facility	175.3	245.2		249.7	194.4	158.0	133.9	163.9	189.5	240.9	138.1	111.0	128.5

IFRS16 – impact

Profit and loss impact	Pre IFRS 16 (£m)	Post IFRS 16 (£m)	Variance (£m)
EBITDA	£35.9	£59.4	£23.5
Depreciation	(£37.2)	(£59.9)	(£22.7)
Operating profit	£0.5	£1.6	£1.1
Disposal of leases	-	£3.4	£3.4
Interest	(£20.0)	(£29.3)	(£9.3)
Loss before tax	(£21.3)	(£26.1)	(£4.8)
Tax	£1.0	£1.0	-
Loss after tax	(£20.3)	(£25.1)	(£4.8)
Balance sheet impact	Pre IFRS 16 (£m)	Post IFRS 16 (£m)	Variance (£m)
Right-of-use assets	-	£448.2	£448.2
Net lease liabilities	-	(£484.3)	(£484.3)
Other	-	£36.1	£36.1
Net Debt <small>(after derivatives and lease liabilities)</small>	(£923.9)	(£1,408.2)	(£484.3)

Property Update

	H1 2022	H1 2021		2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Trading pubs at start of FY	861	872		872	879	883	895	926	951	927	886	860	823
Freehold pubs opened	4	1		4	2	4	6	9	10	24	31	14	18
Leasehold pubs opened	-	1		1	-	1	-	1	6	6	15	15	22
Closures/disposals	(6)	(2)		(16)	(9)	(9)	(18)	(41)	(41)	(6)	(5)	(3)	(3)
Total trading pubs	859	872		861	872	879	883	895	926	951	927	886	860
New hotels in period	1	-		-	-	1	4	7	7	9	4	2	2
Total number of hotels	58	58		57	58	58	57	53	46	39	30	26	24
Pubs in Republic of Ireland	8	7		7	7	7	5	5	5	4	1	-	-
Average cost of development (£k)	7,609	1,300		2,125	2,330	2,644	2,773	2,299	2,459	2,070	1,643	1,552	1,420
Freehold average cost (£k)	3,464	637		1,516	723	960	542	721	907	843	559	589	639
Average Size (sq.ft.) – Openings	7,214	3,866		4,024	4,005	4,851	5,201	4,379	4,264	4,321	3,585	3,643	3,325
Freehold (%)	67.8	64.4		66.3	64.3	61.4	58.7	57.0	51.4	49.2	46.6	44.2	43.8
Leasehold (%)	32.2	35.6		33.7	35.7	38.6	41.3	43.0	48.6	50.8	53.4	55.8	56.2

People and standards

Financial Year	Bonus and free shares £m	(Loss)/Profit after tax £m	Bonus etc as % of profits
2007	19	47	41%
2008	16	36	45%
2009	21	45	45%
2010	23	51	44%
2011	23	52	43%
2012	24	57	42%
2013	29	65	44%
2014	29	59	50%
2015	31	57	53%
2016	33	57	58%
2017	44	77	57%
2018	43	84	51%
2019	46	80	58%
2020	33	-30	-
2021	23	-136	-
2022 H1	11	-20	-
Total	448	581	48.5%

- The company has just under 42,000 employees
- Nearly 14,000 employees are shareholders
- 97% of hourly paid employees are on guaranteed hours contracts
- £11.1m paid in bonuses and free shares in the first 6 months, of which 98.7% paid to staff below board level and 91.0% to pub staff
- Average pub manager length of service is 13.8 years (FY20: 12.9 years)
- Average kitchen manager length of service is 10.3 years (FY20: 9.1 years)
- 213 pubs are listed in CAMRA's Good Beer Guide 2022
- £19.7m raised for CLIC Sargent in the 20-year partnership
- Average food hygiene score of 4.98 out of 5. A total of 767 pubs (out of 778) have a maximum score

Financial year	Average pub manager length of service (Years)	Average kitchen manager length of service (Years)
2013	9.1	6.0
2014	10.0	6.1
2015	10.1	6.1
2016	11.0	7.1
2017	11.1	8.0
2018	12.0	8.1
2019	12.2	8.1
2020	12.9	8.1
2021	13.6	9.6
2022 H1	13.8	10.3

The **only** independent government **scheme** assessing food hygiene standards



Portfolio	Total premises scored	Average rating per premises
ASK	59	5
Aldi	781	4.99
Nandos	406	4.99
TDI Fridays	76	4.99
WETHERSPOONS	778	4.98
Wolsons	210	4.98
McDonald's	1144	4.98
GBK	12	4.98
Shig & Lorraine	78	4.98
Las Spasmas	45	4.95
Walkabout	20	4.95
Bruggs	1589	4.94
Sainsbury's	932	4.94
Giraffe	17	4.94
Lidl	447	4.93
Costa Coffee	2119	4.92
Tesco	1743	4.92
Pret a Manger	376	4.92
Primark	319	4.92
Miller & Carter	102	4.92
Starbucks	786	4.91

CGA Brandtrack research – Aug/Oct 2021

Wetherspoon is the number one licensed venue of choice for consumers:

- **Wetherspoon** **11.1 million**
- Greene King 5.0 million
- Nando's 4.5 million
- Toby Carvery 4.2 million
- Harvester 4.1 million

Wetherspoon is the 3rd most visited of all brands in GB:



McDonald's 55%



Costa 48%



Wetherspoon 37%

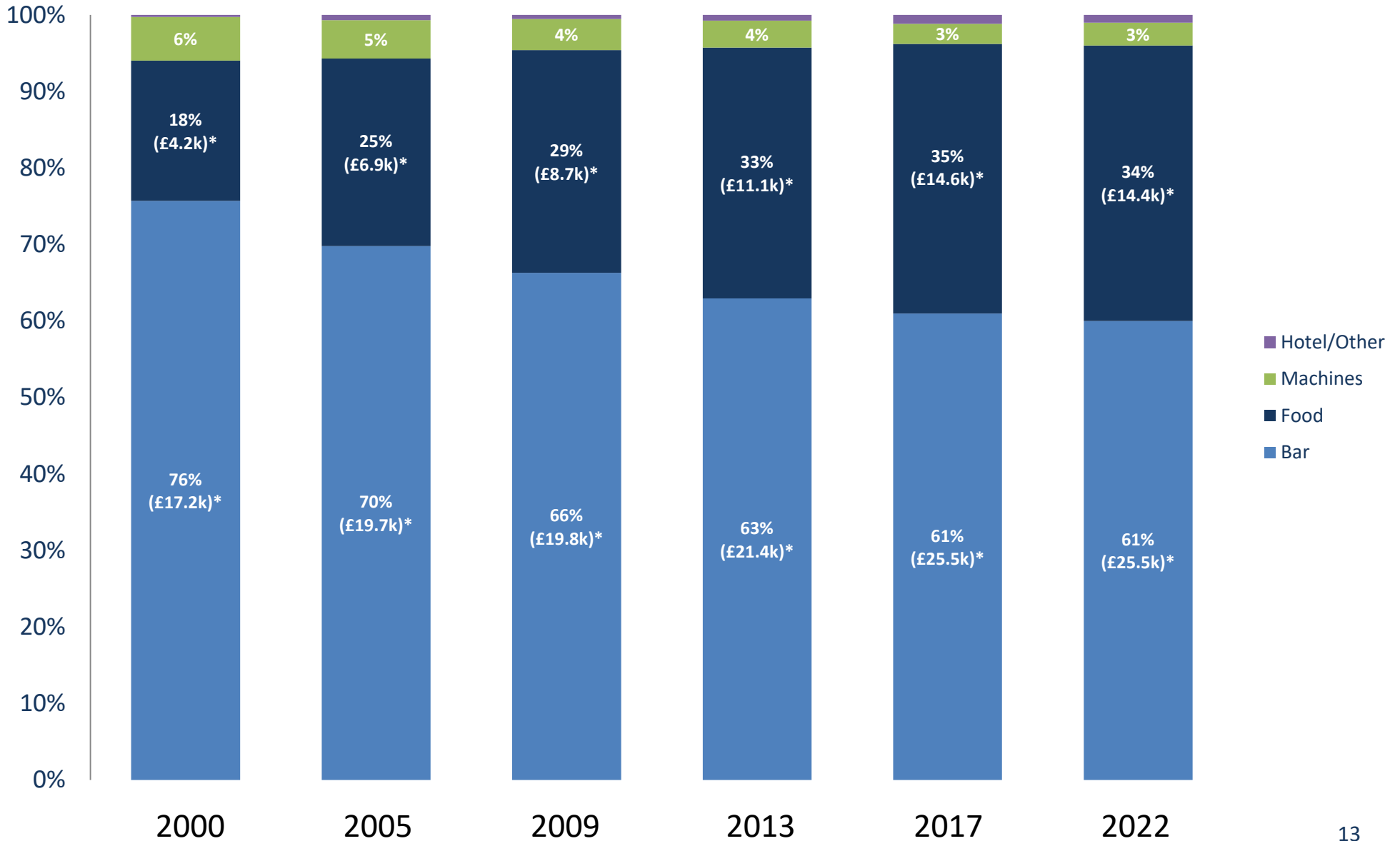


Greggs 37%



KFC 30%

Changing sales mix since 2000



*Average sales per week

Taxation*

	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	Total 2013 to 2022 £m
	£m	£m	£m	£m	£m	£m	£m	£m	£m	£m	
VAT	118.1	93.8	244.3	357.9	332.8	323.4	311.7	294.4	275.1	253.0	2,604.5
Alcohol duty	74.0	70.6	124.2	174.4	175.9	167.2	164.4	161.4	157.0	144.4	1,413.5
PAYE and NIC	65.1	101.5	106.6	121.4	109.2	96.2	95.1	84.8	78.4	70.2	928.5
Business rates	23.3	1.5	39.5	57.3	55.6	53.0	50.2	48.7	44.9	46.4	420.4
Corporation tax	1.5	–	21.5	19.9	26.1	20.7	19.9	15.3	18.1	18.4	161.7
Corporation tax credit (historic capital allowances)	–	–	–	–	–	–	–	–2.0	–	–	-2.0
Machine duty	5.7	4.3	9.0	11.6	10.5	10.5	11.0	11.2	11.3	7.2	92.3
Climate change levies	6.2	7.9	10.0	10.4	9.2	9.7	8.7	6.4	6.3	4.3	78.3
Stamp duty	1.6	1.8	4.9	3.7	1.2	5.1	2.6	1.8	2.1	1.0	25.8
Sugar tax	1.3	1.3	2.0	2.9	–	–	–	–	–	–	8.3
Fuel duty	0.8	1.1	1.7	2.3	2.1	2.1	2.1	2.9	2.1	2.0	19.1
Carbon tax	–	–	–	1.9	3.0	3.4	3.6	3.7	2.7	2.6	20.9
Premise licence and TV licences	0.4	0.5	1.1	0.8	0.7	0.8	0.8	1.6	0.7	0.7	8.1
Landfill tax	–	–	–	–	1.7	2.5	2.2	2.2	1.5	1.3	11.4
Furlough Tax Rebate	-3.8	-213.0	-124.1	–	–	–	–	–	–	–	-340.9
Eat out to help out	–	-23.2	–	–	–	–	–	–	–	–	-23.2
Local government grants	-0.1	-11.1	–	–	–	–	–	–	–	–	-11.2
TOTAL TAX	294.1	37.0	440.7	763.6	728.8	694.6	672.3	632.4	600.2	551.5	£5.4bn
TAX PER PUB (£000)	342	43	533	871	825	768	705	673	662	632	£6.1m
TAX AS % of NET SALES	36.4%	4.8%	34.9%	42.0%	43.0%	41.8%	42.1%	41.8%	42.6%	43.1%	37.3%

*UK taxes only

Current Trading and Outlook

- Like-for-like sales in the most recent three-week period, to 13 March 2022, have improved to -2.6%
- Cash sales per week during this three-week period have been approximately 10% above the depressed levels of December, normally our busiest month of the year, hopefully indicating an improving trend.
- The ending of restrictions has brought a return to more normal trading patterns in recent weeks.
- The company has a full complement of staff and is fully stocked.
- There is pressure on input costs from food, drink and energy suppliers, mitigated to an extent, by a number of long-term contracts.
- Overall, the company expects the increase in input prices to be slightly less than the level of inflation.
- The company is confident of a strong future if restrictions are avoided.

Questions

wetherspoon

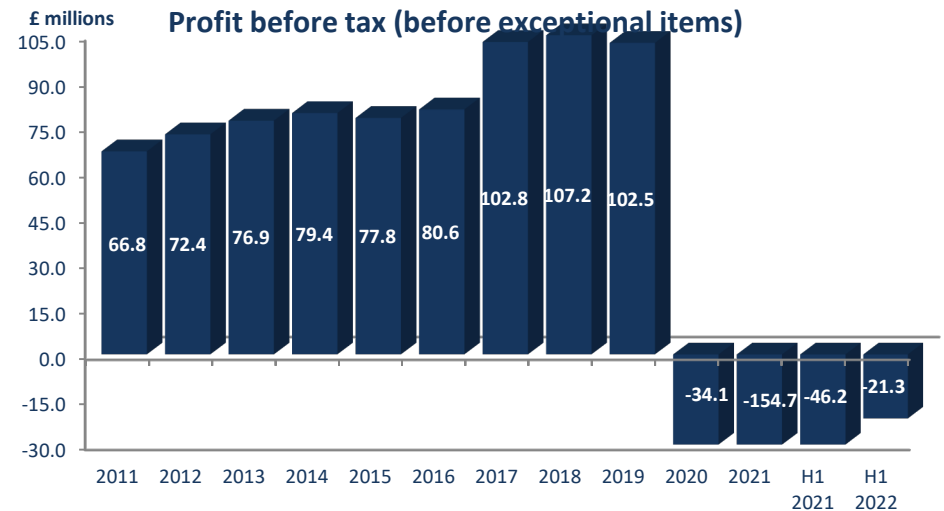
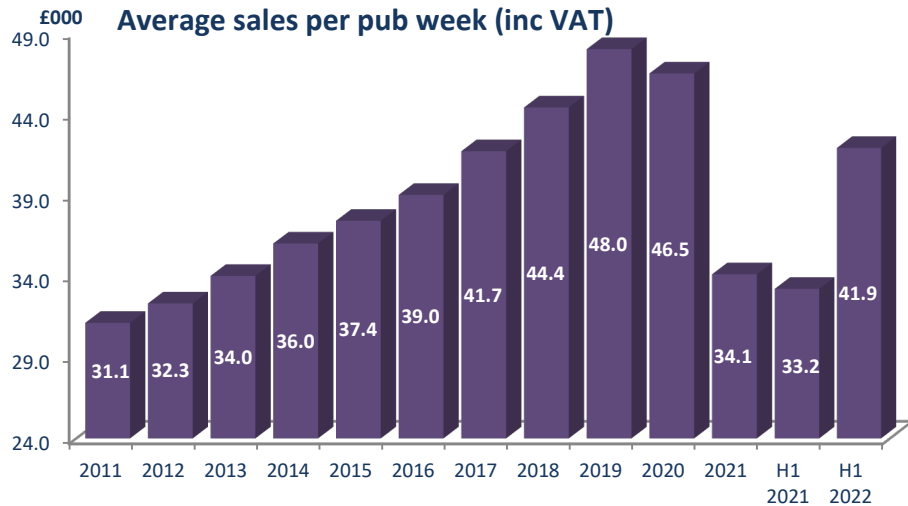
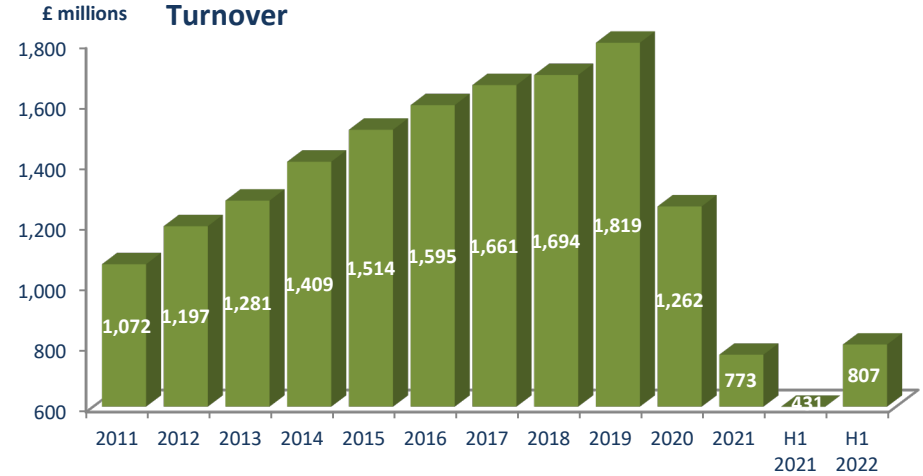
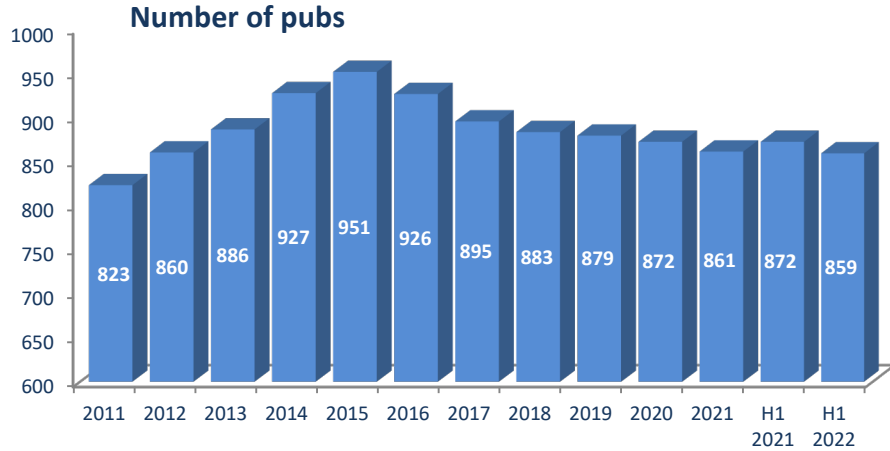
Appendices

Appendices

- A 10 year overview
- B 10 year financial trends
- C Summary of exceptional items
- D 10 year debt overview
- E1 ROC/CROCCE/ROE calculations
- E2 ROC/CROCCE/ROE calculations
- F Swap maturity profile

Appendix A

10 Year Overview



Appendix B

10 Year Financial Trends

	H1 2022	H1 2021	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Sales per pub (£000) (1)	1,891	767	1,573	2017	2,075	1,921	1,807	1,694	1,620	1,562	1,476	1,401
EBITDA per pub (£000) (2)	87.4	61.8	(21.7)	139.9	253.3	248.0	229.0	209.2	200.9	204.5	200.9	194.9
Number of pubs	859	872	861	872	879	883	895	926	951	927	886	860
% freeholds (%)	68	61	66	64	61	59	57	51	49	47	44	44
CROCCE (3) (%)	(0.4)	(0.1)	(1.4)	3.9	9.7	10.0	9.9	9.7	9.6	10.5	10.6	10.8
Cash return on investment (3) (%)	(3.4)	(3.3)	(5.3)	3.2	12.4	13.5	13.3	12.2	11.7	12.3	12.4	12.6

(1) Calculated on 52 week period

(2) Excluding sale & leaseback rent, calculated on 52 week period

(3) See appendix D1 and D2 for calculation

Summary of Exceptional Items

		HY 2022 £000	H1 2021 £000
Operating exceptional items			
Covid-19		(277)	2,324
Redundancy/Restructuring Payments		-	5,212
		(277)	7,536
Exceptional property losses			
Disposal programme		23	57
Other property losses	<i>Impairment of right of use assets</i>	-	2,133
		23	2,190
Other Exceptional Items	<i>Exceptional Finance Costs (Hedge Ineffectiveness)</i>	(12,774)	5,511
Exceptional tax	<i>Tax effect on operating exceptional items</i>	189	(2,816)
	<i>Impact of corporation tax rate change</i>	2,472	-
		2,661	(2,816)
Total exceptional items		(10,367)	12,421

Appendix D

10 Year Debt Overview

	H1 2022	H1 2021	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
Net debt/EBITDA	*25.63	48.75	-27.32*	9.48*	3.36	3.39	3.39	3.47	3.37	3.21	2.88	2.96
(EBITDAR – Reinvestment)/Fixed charge	*0.92	0.58	-0.21*	1.01*	2.26	2.25	2.21	2.14	1.97	1.79	1.88	1.75
Interest cover (times)	0.59	-1.46	-2.85	-1.33	3.72	4.19	3.72	2.92	2.73	3.11	2.66	2.68
Interest cover pre exceptional (times)	-0.07	-0.92	-2.27	0.16	3.92	4.84	4.61	3.34	3.29	3.19	3.24	3.07
Fixed charge cover (times)												
statutory	0.81	-0.39	-1.19	0.01	1.92	1.94	1.78	1.63	1.57	1.76	1.56	1.58
excluding depreciation	1.68	0.52	-0.27	0.84	2.71	2.79	2.54	2.32	2.22	2.32	2.09	2.06
excluding depreciation and Exceptional items	1.37	0.83	0.06	1.48	2.78	2.98	2.81	2.46	2.41	2.34	2.28	2.20

*Waivers agreed against covenant tests due to the impact of Covid-19 pub closures

Appendix E1

ROC/CROCCE/ROE

		H1 2022 £000	HY 2021 £000	FY 2021 £000
Shareholders equity per accounts		299,656	379,241	300,344
Deferred tax balances		24,497	17,832	16,546
Interest rate swaps valuations		3,565	65,477	37,643
Impairment balances		48,190	44,058	48,190
Net book value of revalued assets		(3,996)	(4,423)	(4,540)
Adjusted shareholders equity	(a)	371,912	502,185	398,183
Net debt		920,371	811,944	845,474
Capital employed	(b)	1,292,283	1,314,129	1,243,657
Accumulated depreciation (excluding impairments)	(c)	1,117,821	1,054,705	1,088,872
Cash capital employed	(d)	2,410,104	2,368,834	2,332,529

ROC/CROCCE/ROE

		12 months to January 2022 £000	12 months to January 2021 £000	FY 2021 £000
EBITDA (cash return)	(e)	36,305	(13,353)	(30,942)
Depreciation and amortisation	(f)	(37,231)	(78,590)	(76,474)
EBIT	(g)	(926)	(91,943)	(107,416)
Interest		(20,329)	(46,246)	(47,260)
Loss before tax		(21,255)	(138,189)	(154,676)
Current tax	(h)	-	10,232	(1,166)
Profit after cash tax	(i)	(21,255)	(127,957)	(155,842)
Deferred tax credit/(charge) (excluding exceptional items)		1,007	8,923	20,315
Profit after tax		(20,248)	(119,034)	(135,527)
Return on capital employed [(g+h)/average b]*		(6.4%)	(6.4%)	(8.6%)
Cash return on cash capital employed [(e+h)/average d]*		(0.4%)	(0.1%)	(1.4%)
P&L return on shareholders equity [i/average a]*		(29.1%)	(27.8%)	(35.8%)
Cash Return on Investment [(i-f)/(average a+c)]		(3.4%)	(3.3%)	(5.3%)

*All returns are calculated after tax

Swap Maturity Profile

Swap Value	From	To	Weighted Average %
£770m	30 July 2021	30 July 2023	1.61%
£770m	31 July 2023	30 July 2026	1.10%
£770m	31 July 2026	30 June 2028	1.33%
£770m	01 July 2028	29 March 2029	1.32%
£770m	31 March 2029	30 November 2031	1.02%

