MOTO VENTURES LIMITED

QUARTERLY REPORT

DECEMBER 2013

UNAUDITED CONSOLIDATED PROFIT AND LOSS ACCOUNT

	13 weeks			52 weeks	52 weeks
	Ended	Ended	Ended	Ended	
	25 December 2013	26 December 2012	25 December	26 December 2012	
	£'000s	£'000s	2013 £'000s	£'000s	
-	£ 000s	£ 000s	r ooos	£ 0008	
Non-fuel turnover	75,527	70,738	314,209	296,597	
Fuel turnover	127,935	137,123	525,835	552,908	
Turnover	203,462	207,861	840,044	849,505	
Change in stocks of non-fuel goods	564	365	273	796	
Change in stocks of fuel	(566)	18	(265)	278	
Change in stocks of finished goods	(2)	383	8	1,074	
Staff costs	(17,198)	(16,261)	(66,635)	(63,191)	
Depreciation and amortization	(8,833)	(8,481)	(34,991)	(33,808)	
Non-fuel operating costs	(50,763)	(53,027)	(204,914)	(193,311)	
Cost of fuel purchased	(120,138)	(130,127)	(497,202)	(526,483)	
Other operating costs	(170,901)	(183,154)	(702,116)	(719,794)	
Profit on ordinary activities before interest being					
operating profit	6,528	348	36,310	33,786	
Interest receivable and similar income	9	199	63	269	
Interest receivable from group undertakings	32	26	123	99	
Interest payable on bank loans	(15,500)	(15,175)	(62,531)	(62,887)	
Loss on ordinary activities before taxation	(8,931)	(14,602)	(26,035)	(28,733)	
Tax on loss on ordinary activities	-	-	-	-	
Loss on ordinary activities after taxation being					
retained loss for the financial period	(8,931)	(14,602)	(26,035)	(28,733)	
<u>*</u>					
Note: Adjusted EBITDA	17,083	17,882	79,851	77,160	
Fuel margin	7,232	7,014	28,368	26,703	

UNAUDITED CONDENSED CONSOLIDATED BALANCE SHEET

	As of 25 December	As of 26 December 2012	
	2013		
-	£'000s	£'000s	
Cash	32,644	30,417	
Current assets	49,121	39,461	
Net fixed assets	686,238	707,009	
Total assets	768,00.	776,887	
Short term borrowings	(9,900)	(6,200)	
Current liabilities	(66,794)	(65,888)	
Long term borrowings	(538,541)	(542,380)	
Other long term liabilities	-	(297)	
Retained Earnings	(294,799)	(285,444)	

UNAUDITED CONDENSED CONSOLIDATED CASH FLOW STATEMENT

	13 weeks	13 weeks	52 weeks	52 weeks
	Ended	Ended	Ended	Ended
	25 December	26 December	25 December	26 December
	2013	2012	2013	2012
-	£'000s	£'000s	£'000s	£'000s
Net cash inflow from operating activities	17,514	10,865	79,534	75,871
Cash outflow from servicing bank loans	(5,167)	(5,159)	(56,394)	(57,169)
Cash outflow from servicing group loans	(1)	(3)	(16)	(16)
Net cash outflow from returns on investments				
and servicing of finance	(5,186)	(5,010)	(56,461)	(57,245)
Net cash outflow for capital expenditure				
and financial investment	(2,141)	(2,766)	(14,647)	(13,695)
Repayment of Senior Debt	-	-	(6,200)	(5,800)
Increase / (decrease) in net cash	10,187	3,089	2,226	(869)

OPERATING AND FINANCIAL REVIEW

The following discussion contains trend information and forward-looking statements. Actual results could differ materially from those discussed in these forward-looking statements. Any forward-looking statements are only made as at the date of this report and we undertake no obligation to publicly update or publicly revise any forward-looking statement, whether as a result of new information, future events or otherwise.

Results of Operations

Results of operations for the 52 weeks ended 25 December 2013 compared to the 52 weeks ended 26 December 2012

The following table sets forth our main operating results for the 52 weeks ended 25 December 2013 compared to the 52 weeks ended 26 December 2012:

	52 weeks ended	52 weeks Ended		
	25 December	26 December		
	2013	2012	Variance	Variance
	£'000s	£'000s	£'000s	%
Non-fuel Turnover	314,209	296,597	17,612	5.9%
Fuel Turnover	525,835	552,908	(27,073)	(4.9)%
Turnover	840,044	849,505	$\frac{(27,073)}{(9,461)}$	(1.1)%
Change in stocks of non-fuel goods	273	796	(523)	(65.7)%
Change in stocks of fuel	(265)	278	(543)	(195.3)%
Change in stocks of finished goods	8	1,074	(1,066)	(99.3)%
Staff costs	(66,635)	(63,191)	(3,444)	(5.5)%
Depreciation and amortization	(34,991)	(33,808)	(1,183)	(3.5)%
Non-fuel operating costs	(204,914)	(193,311)	(11,603)	(6.0)%
Cost of fuel purchased	(497,202)	(526,483)	29,281	5.6%
Other operating costs	(702,116)	(719,794)	17,678	2.5%
Profit on ordinary activities before interest being operating				
profit	36,310	33,786	2,524	7.5%
Interest receivable and similar income	63	269	(206)	(76.6)%
Interest receivable from group undertakings	123	99	24	24.2%
Interest payable on bank loans	(62,531)	(62,887)	356	0.6%
Loss on ordinary activities before taxation	(26,035)	(28,733)	2,698	9.4%
Tax on loss on ordinary activities				
Loss on ordinary activities after taxation being				
retained loss for the financial period	(26,035)	(28,733)	2,698	9.4%
Notes EDITO				
Note: EBITDA	71,301	67,594	3,707	5.5%
Amortization (PCPs and deferred CP Plus costs)	(393)	118	(511)	(433.1)%
Loss on disposal of fixed assets	427	508	(81)	(15.9)%
Travelodge provision	1,366	8,940	(7,574)	(84.7)%
Parking contract termination	7,150		7,150	
Adjusted EBITDA	79,851	77,160	2,691	3.5%

Turnover. Turnover decreased by £9.5 million, or 1.1%, from £849.5 million in the 52 weeks ended 26 December 2012 to £840.0 million in the 52 weeks ended 25 December 2013. The change was primarily attributable to a decrease in fuel turnover of £27.1 million as a result of lower full margin fuel volumes. The decrease in fuel turnover was offset by a £17.6 million increase in non-fuel turnover primarily due to (1) £10.9 million higher like-for-like sales, (2) £4.7 million additional sales from new Costa, Greggs and M&S units opened at Extra sites and (3) £2.0 million additional other turnover from parking revenue and rental income.

The following table shows the breakdown of our non-fuel turnover for the 52 weeks ended 25 December 2013 and the 52 weeks ended 26 December 2012:

			52 weeks ended 25 December 2013 £'000s	52 weeks Ended 26 December 2012 £'000s	Change
Catering			130,074	119,148	10,926
Convenience Food				75,503	5,921
CTN			48,125	48,305	(180)
Amusement			11,909	12,345	(436)
Other			12,165	10,208	1,957
Amenity Building				265,509	18,188
Forecourt			30,512	31,088	(576)
Total non-fuel turnover	•••••	•••••		296,597	17,612
The following table shows the like-for-lik	e sales growth 13 weeks Ended 27 March 2013	13 weeks Ended 26 June 2013	13 weeks Ended 25 September 2013	13 weeks Ended 25 December 2013	52 weeks Ended 25 December 2013
Amenity Building	4.7%	2.3%	4.0%	6.1%	4.2%
Forecourt	2.0%	1.7%	1.8%	(0.9)%	1.1%
LFL non-fuel turnover	4.4%	2.2%	3.8%	5.3%	3.8%
The following table shows the like-for-lik	13 weeks Ended	13 weeks Ended	13 weeks Ended	13 weeks Ended	52 weeks Ended
-	27 March 2013	26 June 2013	25 September 2013	25 December 2013	25 December 2013
Amenity Building	1.3%	0.9%	4.2%	5.6%	3.1%
Forecourt	(4.4)%	(2.9)%	(0.9)%	(4.1)%	(3.0)%
Total transactions	(0.3)%	(0.0)%	3.0%	3.0%	1.5%
The following table shows the average spe	end growth in 13 weeks Ended 27 March 2013	2013: 13 weeks Ended 26 June 2013	13 weeks Ended 25 September 2013	13 weeks Ended 25 December 2013	52 weeks Ended 25 December 2013
Amenity Building	4.3%	1.5%	0.2%	0.7%	1.5%
Forecourt	4.3 /6 6.7%	4.7%	2.7%	3.3%	4.2%
1 Of Cooult	0.770	⊤. / / 0	2.7 /0	3.3/0	→. ∠ /0
Total spend	5.6%	2.4%	1.1%	2.4%	2.7%

Change in stocks of finished goods. Change in stocks of finished goods was £0.008 million in the 52 weeks ended 25 December 2013 and £1.1 million in the 52 weeks ended 26 December 2012. The value of fuel stocks decreased by £0.3 million in the 52 weeks ended 25 December 2013 and there was a £0.3 million increase in non fuel stocks.

Staff costs. Staff costs increased by £3.4 million, or 5.5%, from £63.2 million in the 52 weeks ended 26 December 2012 to £66.6 million in the 52 weeks ended 25 December 2013. The ratio of staff costs to non-fuel turnover reduced from 21.3% in the 52 weeks ended 26 December 2012 to 21.2% in the 52 weeks ended 25 December 2013, despite the contractual increases in the minimum wage hourly rate, the cost of the new NEST pension scheme plus the opening of additional units.

Depreciation and amortization. Depreciation and amortization increased by £1.2 million, or 3.5%, from £33.8 million in the 52 weeks ended 26 December 2012 to £35.0 million in the 52 weeks ended 25 December 2013. This reflects the fairly stable level of capital expenditure. Amortization charges were unchanged from 2012 to 2013.

Other operating costs. Other operating costs decreased by £17.7 million, or 2.5%, from £719.8 million in the 52 weeks ended 26 December 2012 to £702.1 million in the 52 weeks ended 26 December 2013. The decrease was primarily attributable to the cost of fuel purchased, which decreased by £29.3 million. This decrease was partially offset by a £11.6 million increase in non-fuel operating costs primarily attributable to (1) the £7.2 million settlement to terminate a parking contract, expected to generate a £1.6 million per annum increase in EBITDA going forward and £0.8m in 2013, (2) a £8.2 million increase in the cost of non-fuel merchandise, reflecting the increase in non-fuel turnover, (3) a £1.7 million increase in rent expense due to new units at Extra sites £0.6 million, and lower Travelodge rent receivable £0.8 million (£0.4 million reduction in rent contributions from Travelodge and £0.4 million due to reclassifying the contribution as rent receivable), (4) a £1.0 million increase in franchise fees, reflecting the growth of the Greggs brand and the improved Costa sales within catering, (5) a £1.5 million decrease in central income, offset by (6) a £7.6m lower charge in relation to the Travelodge CVA, for future losses on 5 hotels that now receive a reduced rental income.

The following represents a breakdown of our non-fuel operating costs for the 52 weeks ended 25 December 2013 and the 52 weeks ended 26 December 2012:

	52 weeks ended	52 weeks Ended	
	25 December	26 December	
	2013	2012	~
-	£'000s	£'000s	Change
Cost of non-fuel merchandise	133,444	125,239	8,205
Property taxes	18,012	17,703	309
Utilities	10,964	10,985	(21)
Franchise fees	7,836	6,886	950
Maintenance	4,171	4,227	(56)
Distribution	1,659	1,695	(36)
Cleaning, travel and admin	7,430	7,599	(169)
Rent expense	8,429	6,764	1,665
Central income	(1,100)	(2,630)	1,530
Corporate and other	5,553	5,903	(350)
Travelodge provision	1,366	8,940	(7,574)
Parking contract termination	7,150	-	7,150
Total non-fuel operating costs	204,914	193,311	11,603

Central income includes £1.0 million for Todhills CPO, £0.5 million from Esso for dilapidations, and £0.1 million other income, offset by costs of £0.4 million for dilapidations payable to BP for the Reading and Stafford forecourts and £0.1 million for drainage costs at Scotch Corner. (2012: £1.4 million Todhills and Blyth compensation, £0.8 million for prior year rates refunds and £0.3 million release of prior year over accruals for water).

Operating profit. Operating profit increased by £2.5 million, or 7.5%, from £33.8 million in the 52 weeks ended 26 December 2012 to £36.3 million in the 52 weeks ended 25 December 2013. The increase was due to the 5.9% increase in non-fuel turnover, the £1.7 million increase in fuel margin, and the £7.6 million lower charge relating to the Travelodge CVA. This was offset by the £7.2 million settlement to terminate a parking contract.

Interest receivable and similar income. Interest receivable and similar income decreased by £0.2 million, or 76.6%, from £0.3 million in the 52 weeks ended 26 December 2012 to £0.1 million in the 52 weeks ended 25 December 2013.

Interest receivable from group undertakings. Interest receivable from group undertakings increased by £0.02 million, or 24.2%, from £0.1 million in the 52 weeks ended 26 December 2012 to £0.12 million receivable in the 52 weeks ended 25 December 2013.

Interest payable on bank loans. Interest payable on bank loans decreased by £0.4 million, or 0.6%, from £62.9 million in the 52 weeks ended 26 December 2012 to £62.5 million in the 52 weeks ended 25 December 2013. The decrease was attributable to (1) £0.7 million swap break costs paid in 2012, (2) £0.6 million saving due to the repayments of senior debt, (3) £0.4 million saving due to lower differential between the 6 month LIBOR charged on the debt and the 3 month LIBOR hedge, offset by (4) £1.0 million additional interest due to the 0.25% annual increase in the margin on the senior debt, and (5) £0.3 million finance charge relating to the discounted onerous lease provision for Travelodge.

Tax on loss on ordinary activities. Tax on loss on ordinary activities was nil in both periods.

Retained loss for the financial period. For the reasons set forth above, retained loss for the period reduced by 9.4%, from £28.7 million in the 52 weeks ended 26 December 2012 to £26.0 million in the 52 weeks ended 25 December 2013.

Liquidity and Capital Resources

Net cash inflow from operating activities

The following table summarizes the principal components of our net cash inflow from operating activities for the 52 weeks ended 25 December 2013 compared to the 52 weeks ended 26 December 2012:

_	52 weeks ended 25 December 2013 £'000s	52 weeks Ended 26 December 2012 £'000s
Operating profit	36,310	33,786
Depreciation charge	30,383	29,200
Loss on disposal of tangible fixed assets	427	508
Goodwill amortization	4,608	4,608
Increase in stocks	(8)	(1,074)
Decrease / (increase) in debtors	7,168	(4,042)
Increase in creditors	646	12,885
Net cash inflow from operating activities	79,534	75,871

The principal factors affecting our net cash inflows from operating activities in the periods presented are the changes in our operating profit, the decrease in debtors due to better credit card receipts and the decrease in creditors.

52 weeks ended 25 December 2013 compared to the 52 weeks ended 26 December 2012

Cash inflow from operating activities increased by £3.7 million, or 4.8%, from £75.9 million in the 52 weeks ended 26 December 2012 to £79.5 million in the 52 weeks ended 25 December 2013. This is primarily attributable to (1) an increase in operating profit of £2.5 million from £33.8 million in the 52 weeks ended 26 December 2012 to £36.3 million in the 52 weeks ended 25 December 2013, (2) an increase in the depreciation charge of £1.2 million, from £29.2 million in the 52 weeks ended 26 December 2012 to £30.4 million in the 52 weeks ended 25 December 2013 and (3) an increase in cash inflow from working capital of £0.1 million during the period.

Net cash outflow from returns on investments and servicing of finance

The following table summarizes the principal components of our net cash outflow from returns on investments and servicing of our financing arrangements for the 52 weeks ended 25 December 2013 compared to the 52 weeks ended 26 December 2012:

	52 weeks ended 25 December 2013 £'000s	52 weeks Ended 26 December 2012 £'000s
Interest received	63	269
Interest paid on bank loans	(56,394)	(57,169)
Bank interest and similar	(114)	(149)
Intercompany interest paid	(16)	(16)
Issue costs of new bank loans	=	(180)
Net cash outflow from returns on investments and servicing of finance	(56,461)	(57,245)

Interest received. Interest received decreased from £0.3 million in the 52 weeks ended 26 December 2012 to £0.1 million in the 52 weeks ended 25 December 2013.

Interest paid on bank loans. Interest paid on bank loans decreased from £57.2 million in the 52 weeks ended 26 December 2012 to £56.4 million in the 52 weeks ended 25 December 2013. This is attributable to the inclusion of £0.7 million of swap break costs in the 2012 figures.

Bank interest and similar. Bank interest and similar charges decreased slightly from £0.15 million in the 52 weeks ended 26 December 2012 to £0.11 million in the 52 weeks ended 25 December 2013. This represents the banking costs of the group.

Intercompany interest paid. The intercompany interest reflects payments made during the period to Moto Holdings Limited, Moto International Holdings Limited and Moto International Parent Limited under intercompany loan agreements. Such payments amounted to £0.02 million in the 52 weeks ended 25 December 2013, and represents the administrative costs of the holding companies.

Issue costs of new bank loans. The £0.2 million issue costs of new bank loans in the 52 weeks ended 26 December 2012 represents residual costs incurred related to the Refinancing.

Capital expenditure

The following table shows our capital expenditures for the 52 weeks ended 25 December 2013 compared to the 52 weeks ended 26 December 2012:

	52 weeks ended 25 December 2013 £'000s	52 weeks Ended 26 December 2012 £'000s
Capital Expenditure by Category:	<u> </u>	£ 000s
Maintenance spend	3,993	3,598
Expansion spend	9,549	9,289
IT One-off projects spend	1,071	717
Cherwell Valley Rebuild	34	91
Cash outflow for capital expenditure	14,647	13,695

For the 52 weeks ended 25 December 2013, our capital expenditure amounted to £14.6 million, which consisted of £4.0 million for maintenance spending, £9.5 million for expansion including the continued roll-out of new Greggs stores, Burger King, Costa and M&S Store Refreshes, Harvester trial and ongoing spend on prior year projects, £1.1 million on IT projects and £0.03 million on the rebuild of Cherwell Valley.

For the 52 weeks ended 26 December 2012, our capital expenditure amounted to £13.7 million, which consisted of £3.6 million for maintenance spending, £9.3 million for expansion including the roll-out of three new M&S stores, major layout improvements at Toddington North, KFC trial, Greggs trial and initial roll out, Burger King store improvements, rollout of Adblue fuel additive, and utilities usage savings, £0.7 million on IT projects and £0.1 million on the rebuild of Cherwell Valley.

Net debt

The following table shows our net debt position as at 25 December 2013 compared to 26 December 2012:

	25 December 2013 £'000s	26 December 2012 £'000s
Cash in hand and at bank	32,644	30,417
Debt due within one year	(9,900)	(6,200)
Debt due after one year	(538,541)	(542,380)
Net debt	(515,797)	(518,163)

At 25 December 2013, the debt due after one year includes £378.1 million of senior debt and £173.0 million of corporate bonds, less £12.5 million of capitalised debt costs. The debt due within one year represents the senior debt due for repayment on 31 December 2013 (£5.4 million) and 30 June 2014 (£4.5 million).

At 26 December 2012, the debt due after one year includes £388.0 million of senior debt and £172.0 million of corporate bonds, less £17.6 million of capitalised debt costs. The debt due within one year represents the senior debt due for repayment on 31 December 2012 (£2.2 million) and 30 June 2013 (£4.0 million).