



25 July 2018

**MARSTON'S PLC
TRADING UPDATE
42 weeks to 21 July 2018**

Marston's PLC "the Group" issues the following Trading Update for the 42 weeks to 21 July 2018.

Trading

Trading in the second half year to date has been good overall, helped by recent good weather and the World Cup. As in previous years, our wet-led pubs, leased estate and brewing business benefited significantly from the World Cup and, despite the negative impact on food-led pubs the tournament was positive for the Group.

This improvement, after a first half-year affected by poor weather, means that we have achieved encouraging sales growth in both our pub and beer businesses in the 42 week period to date, and we expect to deliver underlying earnings in line with expectations for the full year.

Total managed and franchised pub sales were up 5.2% in the 42 week period, including like-for-like sales growth of 0.3% and the contribution from our pub expansion programme. In the most recent 16 weeks, like-for-like sales were up 0.9%, helped by good weather and the football, but with some offset from poor weather in April. Post April, overall like-for-like sales growth over the last 12 weeks has been 2.0% with the Destination and Premium performance continuing to improve as well as weather benefiting Taverns.

In Destination and Premium, like-for-like sales for the 42 week period were 1.5% behind last year, an improvement on the first half-year, with like-for-like sales down 1.2% in the last 16 weeks despite the negative impact from the World Cup. We continue to remain disciplined in terms of pricing, discounting and promotion, with operating margin only slightly below last year and in line with our expectations.

In Taverns, managed and franchised like-for-like sales for the 42 week period were 3.8% ahead of last year, including growth of 5.0% in the last 16 weeks. Most of our pubs have attractive outside areas allowing our customers to enjoy the good weather, and we created a brilliant World Cup atmosphere in many, building on the demand for experiences and the fact that pubs are the 'next best thing' to live football. Leased profits for the 42 week period are estimated to be 2% ahead of last year.

Marston's Beer Company achieved strong growth, including total volumes up around 61% in the 42 week period with good growth in the underlying business. We continue to realise benefits from the acquisition of Charles Wells Brewing and Beer Business. Our portfolio, which includes an outstanding range of premium ales, World Lagers and Craft Beers, increased market share.

We remain on track to meet our openings growth targets for 15 pub restaurants and bars, and six lodges, in the current financial year.

Commenting, Ralph Findlay, Chief Executive Officer, said:

"We are encouraged by our stronger trading performance in the second half-year, including the benefit of recent good weather and the impact of the World Cup in our Taverns estate and in Marston's Beer Company.

"We have a strong pipeline of sites which will contribute to continued growth in pubs, and see further opportunity in brewing following the acquisition and successful integration of Charles Wells Brewing and Beer business in 2017. Our strategic objectives and progressive dividend policy remain appropriate for current market conditions and we remain confident of delivering underlying earnings in line with expectations for the full year."

Forthcoming Events

Please find below the forthcoming reporting dates for the Group, which are also available on the investor calendar on our website - www.marstons.co.uk/investors

Year-end trading statement	10 October 2018
2018 Preliminary results	21 November 2018
2019 Interim results	15 May 2019
2019 Preliminary results	28 November 2019

ENQUIRIES:

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NOTES TO EDITORS

- Marston's is a leading pub operator and independent brewer.
- It has an estate of 1,568 pubs situated nationally, comprising managed, franchised and leased pubs.
- It is the UK's leading brewer of premium cask and packaged ales, including Marston's Pedigree, Wainwright, Lancaster Bomber and Hobgoblin. The beer portfolio also includes Banks's, Jennings, Wychwood, Ringwood, Brakspear and Mansfield beers. Following the acquisition of CWBB, Marston's has added Bombardier, Courage and McEwan's to its brand portfolio most recently, as well as a range of licensed brands including Young's, Founders and Estrella Damm.
- Marston's employs around 14,500 people.