

Four Seasons Health Care

(Elli Investments Limited)

Financial results:

Quarter ended 30 June 2014



Four Seasons
Health Care

Contents

Group financial highlights	1
Commentary on results	2
Commentary on the unaudited condensed consolidated financial statements	5
Condensed consolidated financial statements - unaudited	8
Profit and loss account (unaudited)	10
Consolidated balance sheet (unaudited)	11
Cash flow statement (unaudited)	12
Reconciliation of net cash flow to movement in net debt (unaudited)	12
Reconciliation of movements in equity shareholder's funds (unaudited)	13
Notes	14

Presentation of financial data

This report summarises the consolidated financial and operating data derived from the unaudited consolidated financial statements of Elli Investments Limited. The summary financial information provided has been derived from our records for the quarter ended 30 June 2014 which are maintained in accordance with UK GAAP. These interim results are not necessarily indicative of the results to be expected for the full year.

We have presented certain non-GAAP information in the quarterly report. This information includes "EBITDA" and "EBITDAR", which represents earnings before interest, tax, depreciation, amortisation and one-off exceptional and strategic items (and rent). Our Management believes that EBITDA is meaningful for investors because it provides an analysis of our operating results, profitability and ability to service debt and because EBITDA is used by our chief operating decision makers to track our business evolution, establish operational and strategic targets and make important business decisions. In addition, we believe that EBITDA is a measure commonly used by investors and other interested parties in our industry.

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Group financial highlights

- Q2 2014 turnover for Elli Investments Limited is £1.1m (0.6%) higher than Q2 2013 despite 15 fewer care homes in the group
- Q2 2014 occupancy in the Care Home Division ("CHD") is 87.5%, up from 87.2% in the prior year
- The Huntercombe Group ("THG") occupancy, at 75.1% in Q2 2014, is 0.4 percentage points below the 2013 comparative
- In Q2 2014 payroll as a percentage of turnover in both CHD and THG has increased since the comparative period in 2013, driven by additional staffing requirements from regulators and an increase in the number of embargoes compared to Q2 2013
- Q2 2014 EBITDA of £17.5m is down by £7.9m compared to the comparative period in 2013
- June 2014 LTM EBITDA of £79.1m, is £7.9m lower than the £87.0m for the year to 31 March 2014
- £13.8m net cash inflow from operating activities during Q2 2014
- Closing Q2 2014 cash balance of £17.6m; net debt of £522.4m at 30 June 2014 (excluding amounts owed to related undertakings and debt issue costs)

Commentary on results

Four Season Health Care is pleased to announce its results for the quarter ended 30 June 2014.

The results and KPIs for the group since Q3 2012 are summarised below.

Unaudited	2012		2013				Full year	2014	
	Q3	Q4 ²	Q1	Q2	Q3	Q4		Q1	Q2
Turnover (£m)	174.8	187.5	174.7	178.2	179.3	177.5	709.8	177.9	179.2
CHD Turnover (£m)	146.4	157.2	145.2	147.1	148.2	146.8	587.2	147.0	148.5
THG Turnover (£m)	27.4	29.3	28.5	30.2	30.1	29.8	118.7	29.9	29.8
CHD EBITDARM (% of turnover)	27.0%	25.2%	25.2%	26.2%	26.6%	21.7%	24.9%	21.6%	21.6%
THG EBITDARM (% of turnover)	17.0%	16.7%	19.1%	21.6%	20.7%	16.1%	19.4%	15.3%	15.3%
EBITDAR (£m)	37.7	38.3	35.2	38.4	38.1	32.3	143.9	28.5	29.9
EBITDA (£m)	25.3	25.5	22.8	25.4	25.6	20.1	93.9	15.9	17.5
Effective beds – group	24,151	24,109	23,772	23,844	23,788	23,632	23,759	23,447	23,322
Occupied beds – group	20,927	20,892	20,676	20,611	20,752	20,478	20,629	20,321	20,274
CHD occupancy %	87.9%	87.9%	87.8%	87.2%	88.0%	87.4%	87.6%	87.4%	87.5%
THG occupancy %	68.7%	68.7%	74.6%	75.5%	75.3%	75.2%	75.2%	75.8%	75.1%
CHD average weekly fee (£)	566	565	569	579	579	580	577	587	596
THG average weekly fee (£)	1,905	1,893	1,944	2,076	2,077	2,056	2,038	2,060	2,071
CHD payroll (% of turnover) ¹	59.2%	59.9%	59.9%	59.7%	59.3%	63.2%	60.5%	63.2%	63.3%
THG payroll (% of turnover) ¹	71.1%	70.8%	68.4%	66.9%	67.5%	71.3%	68.5%	72.3%	71.1%
Agency to total payroll (%) ¹	4.1%	3.1%	3.3%	3.7%	5.7%	6.7%	4.9%	6.1%	7.2%
Expenses (% of turnover)	13.5%	14.5%	14.5%	13.6%	13.6%	14.7%	14.1%	14.7%	14.2%
Central costs (% of turnover)	4.3%	3.8%	4.2%	4.0%	4.1%	4.4%	4.2%	4.8%	4.6%

Notes:

1 Payroll % excludes central payroll and investment property income from turnover

2 14 week period

Turnover

Q2 2014 turnover for Elli Investments Limited was £1.1m (0.6%) higher than Q2 2013 due to an improvement in CHD average weekly fee (AWF) offset by fewer residents and patients.

Average Weekly Fee

During Q2 2014 the AWF in CHD increased by 2.9% to £596 from £579 in Q2 2013. This was driven by local authority increases of 1.2% and 2.5% in Scotland and Northern Ireland respectively in April 2014, together with private fee rate increases of up to 4% and, on average, a 1.0% – 2.0% increase in English local authority fees.

THG AWF saw a decrease of 0.2% between Q2 2013 and Q2 2014 but an increase of 0.5% compared to Q1 2014.

Commentary on results (continued)

Turnover (continued)

Occupancy

Average occupancy in the group in Q2 2014 was 86.9%, compared to 86.4% in Q2 2013. Within this number CHD occupancy increased by 0.3 percentage points, and THG decreased by 0.4 percentage points. The actual movement in CHD occupancy was a decrease of c360. This was primarily the result of the closure/disposal of 15 homes (equating to c420 residents), offset by additional occupancy from St Margaret's and York Court which opened in H1 2013 (c80 residents).

Income from the group's investment properties was £1.0m in Q2 2014 which is consistent with Q2 2013 with rental income increasing in line with the lease agreements.

Payroll

CHD payroll, as a percentage of turnover, at 63.3% was 3.6 percentage points higher in the current quarter than in the comparative period. At 71.1% of turnover, the THG payroll percentage in Q2 2014 was 4.2 percentage points above the Q2 2013 figure.

Agency costs as a percentage of payroll at 7.2% have increased by 3.5 percentage points compared to the comparative period in the prior year. This was driven by a combination of the increased regulatory scrutiny and the shortage of qualified staff across the care home and wider healthcare sector increasingly requiring the use of agency staff.

Care expenses

Q2 2014 expenses (care and facility combined) at 14.2% of turnover are 0.6 percentage points above the comparable period in 2013, due to continuing inflationary pressures offset by the impact of the group's on-going procurement efficiency project.

Rent

£12.4m was charged for rent in Q2 2014, a 4.6% decrease compared to Q2 2013 of £13.0m. The decrease is primarily related to the purchase of five freehold properties in Northern Ireland in Q3 2013 that the group previously leased, in addition to variable rental payments on certain of the ex-Southern Cross units which have flexed downwards as profits have decreased.

Central costs

Central costs, at 4.6% of turnover in Q2 2014, are 0.6 percentage points above the comparable period in 2013 reflecting the additional resources deployed to assist the operational teams together with the incremental senior management and support costs under the segmented operating structure.

EBITDA

As a consequence of the factors outlined above, the EBITDA of £17.5m for Q2 2014 was £7.9m below the comparable period in 2013 of £25.4m, with a 4.9 percentage point decrease in the EBITDARM margin. The LTM EBITDA at June 2014 has therefore decreased to £79.1m compared to the £87.0m for the year to March 2014.

Capital expenditure

Capital expenditure in Q2 2014 was £10.9m, offset by sales proceeds of £2.1m.

Four Seasons Health Care

(Elli Investments Limited)

Financial results:

Quarter ended 30 June 2014

Commentary on the unaudited condensed consolidated financial statements

Summary

Profit and loss account

The consolidated profit and loss account of Elli Investments Limited is for the quarter ended 30 June 2014. The comparative period is for the quarter ended 30 June 2013.

Balance sheet

Elli Investments Limited is an intermediate holding company in a wider group headed by FSHC Group Holdings Limited. There are therefore certain balances between Elli Investments Limited and other members of the wider FSHC Group Holdings Limited group of companies which only net out on consolidation further up the corporate structure.

Profit and loss account (page 10)

For an analysis of profit and loss account categories above interest, please see the "Commentary on results" section.

Interest

The interest charge for the period includes £13.1m interest on the £350m 8.75% senior secured notes and the £175m 12.25% senior notes. The balance primarily relates to £9.4m of accrued interest on the balances owed to related party undertakings and £1.8m in respect of the amortisation of debt issue costs.

Tax

The tax charge for the quarter was £0.3m. This is consistent with Q2 2013 and reflects the current estimate of the full year charge.

Balance sheet (page 11)

Goodwill

The negative goodwill balance is a function of the 12 July 2012 acquisition structure, the fair value of the acquired net assets and the acquisition costs.

Fixed assets

Land and buildings are included in the Elli Investments Limited consolidated balance sheet at their fair value on acquisition plus any subsequent movements for additions, disposals, depreciation or impairment.

Commentary on the unaudited condensed consolidated financial statements (continued)

Debtors

The following table presents an extract of debtors at 30 June 2014 and 30 June 2013.

	30 June 2014 £000	30 June 2013 £000
<i>Extract</i>		
Trade debtors	43,051	46,017
Prepayments, other debtors and accrued income	19,610	27,625
	62,661	73,642

The reduction of c£3.0m compared to June 2013 was largely due to improved cash collection following the resolution of fee payment delays at a large service user in 2013.

Prepayments are lower primarily due to the timing of rent payments.

Creditors: amounts falling due within one year

The following table presents an extract of creditors falling due within one year at 30 June 2014 and 30 June 2013.

	30 June 2014 £000	30 June 2013 £000
<i>Extract</i>		
Trade creditors	16,473	12,589
Corporation tax	275	474
Other taxation and social security	8,092	6,354
Other creditors	40,456	44,125
Accruals and deferred income	26,689	25,846
	91,985	89,388

Provisions for liabilities and charges

As well as the group's deferred tax liability, provisions are held in respect of onerous rental contracts on certain of the group's leasehold properties.

Long term liabilities

At 30 June 2014 the group's long term liabilities comprised the following:

- Senior Secured Notes: £350m, 8.75% interest rate
- Senior Notes: £175m, 12.25% interest rate
- Amounts owed to related undertakings: £290.8m, being amounts owed to entities within the wider FSHC Group Holdings Limited group of companies

Commentary on the unaudited condensed consolidated financial statements (continued)

Cash flow statement (page 12)

Cash flow and liquidity

At 30 June 2014 the group's cash balance was £17.6m. Net cash generated from operating activities in the quarter to 30 June 2014 was £13.8m. In the quarter to 30 June 2013, the net cash generated from operating activities was £19.1m.

At the quarter end £15m of the group's £40m revolving credit facility was drawn down. The full balance was repaid by August.

Working capital

The cash outflow from working capital was £1.2m in the quarter, compared to a £5.3m outflow in Q2 2013.

Interest paid

£26.4m of interest was paid in June 2014, of which £26.1m was the six month charge on the £525m high yield bonds.

Elli Investments Limited

Condensed consolidated financial statements -
unaudited

Quarter ended 30 June 2014

Contents

Profit and loss account (unaudited)	10
Consolidated balance sheet (unaudited)	11
Cash flow statement (unaudited)	12
Reconciliation of net cash flow to movement in net debt (unaudited)	12
Reconciliation of movements in equity shareholder's funds (unaudited)	13
Notes	14

Profit and loss account (unaudited)

for the quarter ended 30 June 2014

	<i>Note</i>	Quarter ended June 2014 £000	Quarter ended June 2013 £000
Turnover	4	179,354	178,249
Cost of sales		(159,187)	(150,514)
Gross profit		20,167	27,735
Administrative expenses - ordinary		(11,367)	(9,953)
Administrative expenses - exceptional		(1,452)	(911)
		(12,819)	(10,864)
Operating profit		7,348	16,871
Ordinary activities		8,800	17,782
Exceptional activities		(1,452)	(911)
		7,348	16,871
Interest payable and similar charges		(24,697)	(23,372)
Interest receivable and other income		10	4
Net interest payable and similar charges		(24,687)	(23,368)
Loss on ordinary activities before taxation		(17,339)	(6,497)
Tax on loss on ordinary activities	5	(274)	(276)
Retained loss for the financial period	13	(17,613)	(6,773)

Non-GAAP measure: pre-exceptional Earnings Before Interest, Tax, Depreciation, Amortisation (EBITDA)			
<i>Analysed as:</i>			
Operating profit before exceptional items as analysed above		8,800	17,782
Add back: depreciation of tangible fixed assets and amortisation of capital grants		9,251	8,732
Deduct: amortisation of negative goodwill		(549)	(1,065)
EBITDA before exceptional items		17,502	25,449

All amounts relate to continuing operations.

There were no recognised gains or losses in the current or prior period other than those reported above.

Consolidated balance sheet (unaudited)

at 30 June 2014

	<i>Note</i>	30 June 2014	30 June 2013
		£000	£000
Fixed assets			
Intangible assets	<i>6</i>	(39,606)	(81,117)
Tangible assets	<i>7</i>	880,007	913,336
Investment properties	<i>8</i>	29,780	29,780
		870,181	861,999
Current assets			
Debtors	<i>9</i>	63,022	73,670
Cash at bank and in hand		17,572	28,674
		80,594	102,344
Creditors: amounts falling due within one year	<i>10</i>	(109,070)	(105,257)
Net current liabilities		(28,476)	(2,913)
Total assets less current liabilities		841,705	859,086
Creditors: amounts falling due after more than one year	<i>11</i>	(787,574)	(742,266)
Provisions for liabilities and charges	<i>12</i>	(23,797)	(21,951)
Net assets		30,334	94,869
Capital and reserves			
Called up share capital		124,368	124,368
Profit and loss account	<i>13</i>	(94,034)	(29,499)
Shareholder's funds		30,334	94,869

Cash flow statement (unaudited)

for the quarter ended 30 June 2014

	Quarter ended June 2014 £000	Quarter ended June 2013 £000
Operating profit	7,348	16,871
Depreciation and amortisation	8,702	7,715
Decrease/(increase) in debtors	1,962	(9,088)
(Decrease)/increase in creditors and provisions	(3,153)	3,776
Profit on disposal of fixed assets	(1,021)	(164)
Net cash inflow from operating activities	13,838	19,110
Returns on investments and servicing of finance	(26,424)	(26,305)
Capital expenditure and financial investment	(8,873)	(8,181)
Taxation	-	(110)
Acquisitions and disposals	-	775
Net cash outflow before financing	(21,459)	(14,711)
Financing	15,000	13,638
Decrease in cash in the period	(6,459)	(1,073)
Cash brought forward	24,031	29,747
Cash carried forward	17,572	28,674

Reconciliation of net cash flow to movement in net debt (unaudited)

for the quarter ended 30 June 2014

	Quarter ended June 2014 £000	Quarter ended June 2013 £000
Decrease in cash in the period	(6,459)	(1,073)
Revolving credit facility drawn down	(15,000)	(13,638)
Movement in net debt in the period	(21,459)	(14,711)
Non cash movement	(11,128)	(9,926)
Net debt at start of period	(752,415)	(702,594)
Net debt at end of period	(785,002)	(727,231)

Reconciliation of movements in equity shareholder's funds (unaudited)

for the quarter ended 30 June 2014

	Quarter ended June 2014 £000	Quarter ended June 2013 £000
Loss for the financial period	(17,613)	(6,773)
Net movement in shareholder's funds	(17,613)	(6,773)
Opening shareholder's funds	47,947	101,642
Closing shareholder's funds	30,334	94,869

Notes

(forming part of the financial statements)

1 General information

Elli Investments Limited (the "company") is a company registered in Guernsey. The condensed interim financial statements of the company are for quarter ended 30 June 2014.

This report does not constitute statutory financial statements and is unaudited.

2 Statement of compliance

The condensed consolidated financial statements have been prepared in accordance with the recognition and measurement requirements of UK Generally Accepted Accounting Practice (UK GAAP). They do not include all of the information required for full annual statements and should be read in conjunction with the consolidated financial statements of Elli Investments Limited for the year ended 31 December 2013 which were prepared in accordance with UK Generally Accepted Accounting Practice.

3 Accounting policies

The condensed consolidated financial statements have been prepared on the basis of the accounting policies set out in the 2013 annual report and accounts of Elli Investments Limited.

Tangible fixed assets and depreciation

Depreciation is provided to write off the cost, less the estimated residual value, of tangible fixed assets by equal instalments over their estimated useful economic lives as follows:

- Freehold buildings – straight line basis over 45 years
- Equipment and fixtures – straight line basis over 5 years
- Motor vehicles – straight line basis over 4 years

No depreciation is provided on freehold land or buildings under construction.

Direct costs incurred in enabling a care facility to become registered are capitalised together with, where appropriate, finance costs associated with the period of construction and are included in the cost of the facility.

Investment properties

Investment properties represent freehold properties which are leased outside the group. Investment properties are revalued annually to market value on an investment basis subject to the various leases. The aggregate valuation surplus or deficit is transferred to the revaluation reserve, whilst any permanent diminution in value is charged to the profit and loss account. Under the terms of the leases, properties are maintained to a high standard by tenants.

No depreciation is provided in respect of freehold investment properties. This treatment is a departure from the requirements of the Companies (Guernsey) Law 2008 concerning depreciation of fixed assets. However, these properties are not held for consumption but for investment and the directors consider that systematic annual depreciation would be inappropriate. The accounting policy adopted is therefore necessary for the financial statements to give a true and fair view.

Leases

Operating lease rentals are charged to the profit and loss account on a systematic and rational basis over the period of the lease.

Notes (continued)

(forming part of the financial statements)

Goodwill

Purchased goodwill (representing the excess of the fair value of the consideration given over the fair value of the separable net assets acquired) is capitalised. Positive goodwill is amortised by equal annual instalments over its estimated useful economic life. The directors' estimate of the useful economic life is considered on an individual basis.

Negative goodwill is similarly included on the balance sheet and is credited to the profit and loss account in the periods in which the non-monetary assets are recovered, through depreciation or sale. Negative goodwill is being written back on a straight line basis over a period of 20 years.

Deferred taxation

Current tax, including UK corporation tax and foreign tax, is provided at amounts expected to be paid (or recovered) using the tax rates and laws that have been enacted or substantively enacted by the balance sheet date.

Deferred tax is provided in full on timing differences which result in an obligation at the balance sheet date to pay more tax, or a right to pay less tax, at a future date, at rates expected to apply when they crystallise based on current tax rates and law. Timing differences arise from the inclusion of items of income and expenditure in taxation computations in periods different from those in which they are included in the financial statements. Deferred tax is not provided on timing differences arising from the revaluation of tangible fixed assets where there is no commitment to sell the asset. Deferred tax assets are recognised to the extent that it is regarded as more likely than not that they will be recovered. Deferred tax assets and liabilities are not discounted.

Guarantees

Where the company enters into financial guarantee contracts to guarantee the indebtedness of other related parties which are subsidiaries of its ultimate parent, the company considers these to be insurance arrangements and accounts for them as such. In this respect, the company treats the guarantee contract as a contingent liability until such time as it becomes probable that the company will be required to make payment under the guarantee.

Notes (continued)

(forming part of the financial statements)

4 Segmental information

	Quarter ended June 2014		Quarter ended June 2013	
	Turnover £000	Result £000	Turnover £000	Result £000
Property leases	967	845	927	625
Operation of care homes and specialised services	178,387	6,503	177,322	16,246
Group turnover/operating profit after exceptional activities	179,354	7,348	178,249	16,871
Net interest payable and similar charges		(24,687)		(23,368)
Loss before taxation		(17,339)		(6,497)

All activities arose in the United Kingdom, Isle of Man and Jersey.

The principal net operating assets utilised in the property leasing business are those properties identified as investment properties.

5 Taxation

	Quarter ended June 2014 £000	Quarter ended June 2013 £000
Analysis of tax charge in the period:		
<i>UK income tax</i>		
Current tax on loss for the period	249	261
<i>Foreign tax</i>		
Current tax on income for the period	10	10
Total current tax	259	271
<i>Deferred tax</i>		
Origination of timing differences	15	5
Tax on loss on ordinary activities	274	276

The group structure results in certain profits being taxable under UK income tax rather than UK corporation tax. This increases the group's tax liability in the quarter by £249,000.

Notes (continued)

(forming part of the financial statements)

6 Intangible fixed assets

	Goodwill
	£000
Net book value	
At beginning of period	(40,155)
Amortisation	549
At 30 June 2014	(39,606)
At 30 June 2013*	(81,117)

*During Q4 2013 a fair value adjustment of £41.3m was recorded against negative goodwill

Negative goodwill is being amortised over 20 years.

7 Tangible fixed assets

	Total
	£000
Net book value	
At beginning of period	879,432
Additions	10,856
Disposals	(962)
Depreciation	(9,319)
At 30 June 2014	880,007
At 30 June 2013	913,336

Notes (continued)

(forming part of the financial statements)

8 Investment properties

	June 2014	June 2013
	£000	£000
Valuation	29,780	29,780

9 Debtors

	June 2014	June 2013
	£000	£000
Trade debtors	43,051	46,017
Prepayments, other debtors and accrued income	19,610	27,625
Amounts due from related parties	361	28
	63,022	73,670

10 Creditors: amounts falling due within one year

	June 2014	June 2013
	£000	£000
Revolving credit facility	15,000	13,638
Trade creditors	16,473	12,589
Corporation tax	275	474
Other taxation and social security	8,092	6,354
Other creditors	40,456	44,125
Amounts due to related undertakings	10	10
Accruals and deferred income	26,689	25,846
Accrued interest	2,075	2,221
	109,070	105,257

Notes (continued)

(forming part of the financial statements)

11 Creditors: amounts falling due after more than one year

	June 2014 £000	June 2013 £000
High yield bonds	525,000	525,000
Debt issue costs	(28,246)	(35,620)
High yield bonds net of debt issue costs	496,754	489,380
Amounts owed to related undertakings	290,820	252,886
	787,574	742,266

12 Provisions for liabilities and charges

	Deferred taxation £000	Provision for onerous contracts £000	Total £000
At beginning of period	4,899	19,033	23,932
Charged/(released) to the profit and loss account	15	(382)	(367)
Unwinding of discount	-	232	232
At end of period	4,914	18,883	23,797

The elements of deferred taxation are as follows:

Difference between accumulated depreciation, amortisation and capital allowances	4,914
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The group has unrecognised deferred tax assets arising on tax losses, timing differences and depreciation in excess of capital allowances on fixed assets. The group has not recognised these assets as there is no certainty over the group's ability to obtain value from the assets in the foreseeable future.

The provision for onerous contracts will unwind over the period of the relevant contracts.

13 Reserves

	Profit and loss account £000	Total £000
At beginning of period	(76,421)	(76,421)
Retained loss for the financial period	(17,613)	(17,613)
At end of period	(94,034)	(94,034)