



**MARSTON'S PLC**  
**INTERIM MANAGEMENT STATEMENT**  
**42 weeks to 20 July 2013**

25 July 2013

**Trading**

As expected, our trading performance since the announcement of our interim results has been strong.

In Destination and Premium pubs, like-for-like sales for the 42 week period were 2.1% ahead of last year, including like-for-like food sales growth of 3.7% and like-for-like wet sales up 0.5% on last year. Like-for-like sales over the 10 weeks to 20 July were 6.0% ahead of last year. We have opened 16 new pub-restaurants in the year to date.

In our Taverns community pubs, performance in the second-half year to date is in line with last year with growth in our franchise pubs against strong comparatives that included the positive impact of the Euro 2012 football tournament as well as disposals, which are ahead of schedule.

In our Leased pubs, performance for the second half year to date is in line with last year.

In brewing, we have made excellent progress against a declining market, with year to date own-brewed beer volumes up around 6%.

We are ahead of target in disposing of our non-core pubs, with proceeds to date of £35 million and a revised forecast of around £50 million by the year-end.

**Commenting, Ralph Findlay, Chief Executive Officer said:**

"Our focus on value for money, quality and great service is generating strong growth in our Destination pubs, with increased customer visits reflecting the appeal of our offers.

The key elements of our strategy – the development of new-build pub restaurants; the increased licensee support and improved consumer offers facilitated by franchise agreements; and a brewing business focused on premium beers and local ales, are all on track."

**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](http://www.marstons.co.uk/investors)

Year end trading statement	9 October 2013
2013 Preliminary results	28 November 2013
2014 Interim Results	15 May 2014
2014 Preliminary results	27 November 2014

**ENQUIRIES:**

**Marston's PLC**

Ralph Findlay, Chief Executive Officer  
Andrew Andrea, Chief Financial Officer  
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**Hudson Sandler**

Andrew Hayes / Kate Hoare  
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**NOTES TO EDITORS**

- Marston's is a leading pub operator and independent brewer.
- It has an estate of around 2,100 pubs situated nationally; comprising tenanted, leased, franchised and managed pubs.
- It is the UK's leading brewer of premium cask and bottled ales, including Marston's Pedigree and Hobgoblin. The beer portfolio also includes Banks's, Jennings, Wychwood, Ringwood, Brakspear and Mansfield beers.
- Marston's employs over 12,000 people throughout England and Wales.