

JD WETHERSPOON PLC

Preliminary Results 2009



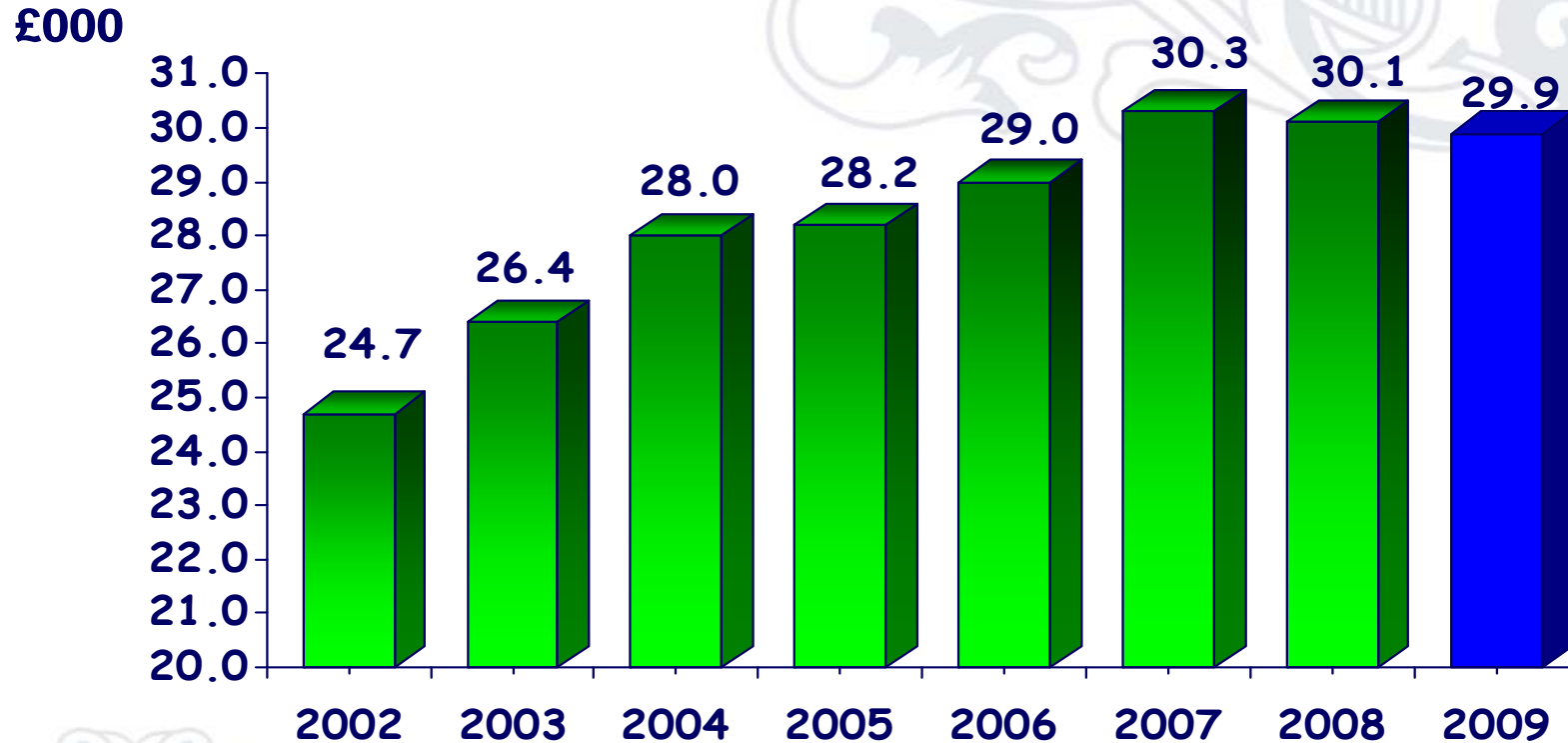
11 September 2009

Highlights - Year to 26 July 2009



| | |
|--|--------|
| Revenue £955.1m (2008: £907.5m) | +5.2% |
| Like-for-like sales | +1.2% |
| Operating profit before exceptional items £97.0m (2008: £90.5m) | +7.2% |
| Operating profit after exceptional items £75.1m (2008: £87.2m) | -13.9% |
| Operating margin before exceptional items 10.2% (2008: 10.0%) | +0.2% |
| Operating margin after exceptional items 7.9% (2008: 9.6%) | -1.7% |
| Profit before tax before exceptional items £66.2m (2008: £58.2m) | +13.6% |
| Profit before tax after exceptional items £45.0m (2008: £54.2m) | -16.9% |
| Earnings per share before exceptional items 32.6p (2008: 27.6p) | +18.1% |
| Earnings per share after exceptional items 18.2p (2008: 25.2p) | -27.8% |
| Free cash flow per share 71.7p (2008: 50.6p) | +41.7% |
| Free cash flow £99.5m (2008: £71.4m) | +39.4% |

Average Sales Per Pub Week (including VAT)



Sales resilient despite tough market conditions and impact of new openings



Like-for-Like Sales/Profits

| % | 2009 | 2008 | 2007 | 2006 | 2005 |
|------------------------|-------------|-------------|-------------|-------------|-------------|
| Bar | +2.5 | -4.3 | +3.3 | +2.2 | -1.4 |
| Food | -0.4 | +7.9 | +12.6 | +3.6 | +2.1 |
| Machines | -7.5 | -5.8 | +2.7 | -1.4 | -2.4 |
| Total LFL sales | +1.2 | -1.1 | +5.6 | +2.0 | -0.6 |
| LFL profits | -1.7 | -6.6 | +7.0 | +5.9 | -4.0 |

Strong bar sales. Food sales reflect tougher comparatives.

Operating Margin Excluding Exceptionals



- Gross margin maintained
 - Higher food costs
 - Better buying
- Wages % lower
 - Minimum wage increase
 - Favourable sales mix
 - Lower staff turnover and improved scheduling
- Operating costs
 - Higher utility rate
 - Utility consumption saving
 - Lower consumables and repairs
 - Lower head office costs
- Depreciation lower as % of sales

Net increase in underlying operating margin of 20 basis points

Operating Margin - Summary



| | 2009 £000 | 2009 % of Sales | 2008 £000 | 2008 % of Sales |
|-------------------------|---------------|-----------------------|---------------|-----------------------|
| Turnover | 955,119 | - | 907,500 | - |
| Pub operating profit | 178,803 | 18.8 | 172,855 | 19.1 |
| Head office costs | (34,137) | (3.6) | (35,018) | (3.9) |
| Share Incentive Plan | (2,569) | (0.3) | (2,319) | (0.3) |
| Depreciation | (45,096) | (4.7) | (45,061) | (5.0) |
| Exceptional items | (21,920) | (2.3) | (3,275) | (0.3) |
| Operating Profit | 75,081 | 7.9 | 87,182 | 9.6 |



Exceptional Items - Summary

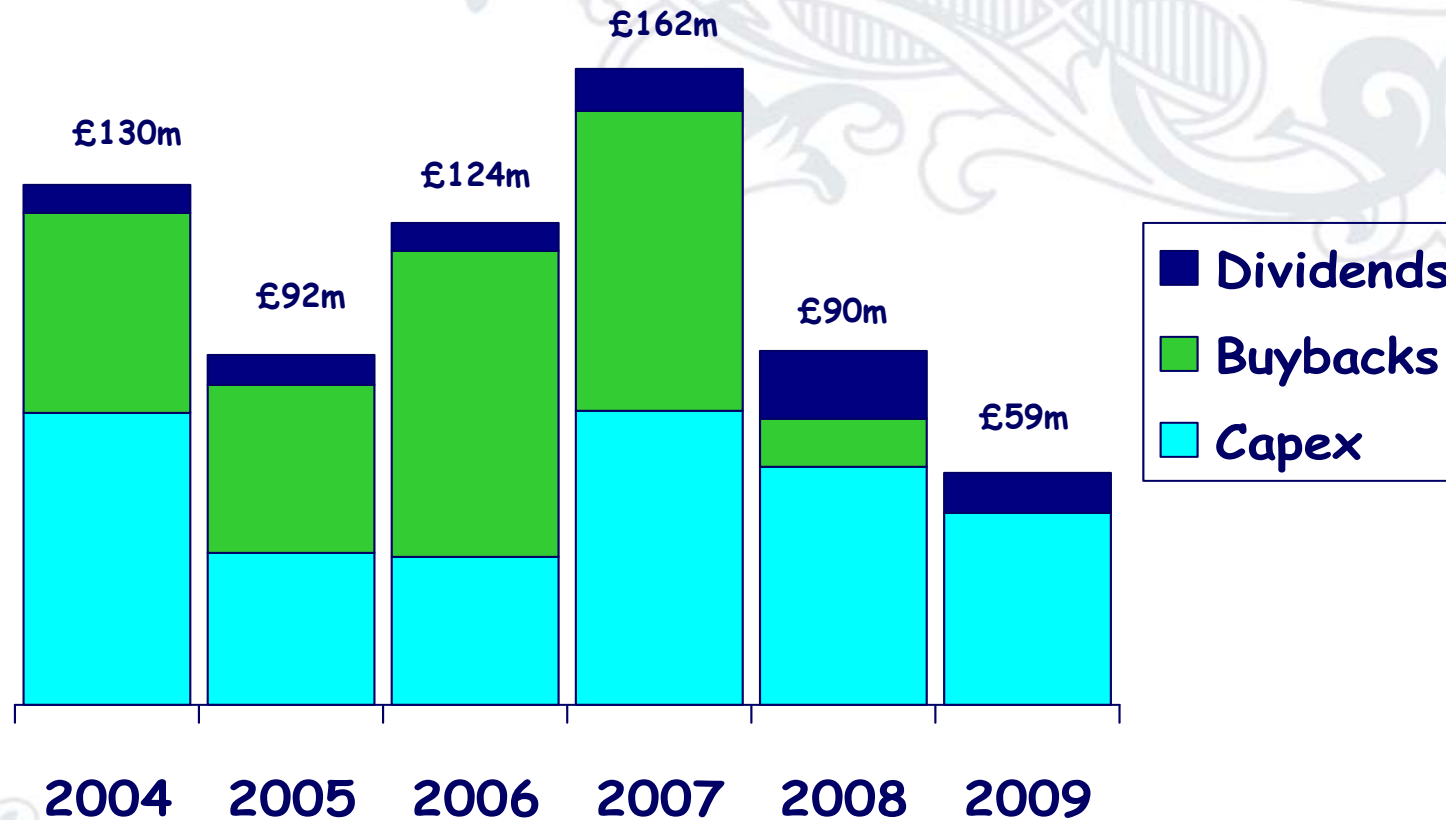
| | 2009 £000 | 2008 £000 |
|------------------------|---------------|--------------|
| Litigation | 1,565 | 1,125 |
| Redundancy | - | 906 |
| Impairment | 6,527 | - |
| Aborted Properties | 1,954 | 980 |
| Loss on asset disposal | 2,450 | 264 |
| Depreciation | 9,424 | - |
| Total | 21,920 | 3,275 |



Depreciation

- Detailed review of fixed asset register
- Some assets not depreciated in line with accounting policy
- Exceptional charge relates to prior year impact
- Current year impact c£800k
- Reclassification of accumulated depreciation of £41.3m out of F & F and into short and long leasehold
- NBV of F & F now £73.1m (2008: £46.3m)
- F & F depreciation charge now £20.7m (2008: £28.2m)
- Based on similar CAPEX spend as this year, would expect depreciation charge to remain relatively constant going forward

Allocation of Resources



Focus on debt reduction

Capital Expenditure



- Total £48.8m

2009 openings £32.0m

2010 openings £5.8m

re-investment £11.0m

- Re-investment £11.0m
 - £7.2m F & F (2008: £4.6m)
 - £2.4m refurbishment (2008: £1.0m)
 - £1.4m HO and IT (2008: £3.6m)
 - £nil non smoking (2008: £3.1m)

Continued investment in pubs



Movement in Net Borrowings

- Free cash flow improved to £99.5m (2008: £71.4m)
- Free cash flow per share increased 41.7% to 71.7p (2008: 50.6p)
- Overall decrease in net borrowings of £51.4m during the year (2008: £5.8m increase)
- Total net borrowings £388.2m (2008: £439.6m)
- Net Debt to EBITDA of 2.7 amongst the lowest in the pub sector
- £27.7m improvement in working capital due to sales growth, improved terms and timing of payments

Record year for free cash flow

Cash Flow



| | 2009 | 2008 |
|--|---------------|---------------|
| | £'000 | £'000 |
| Cash from operations | 171,850 | 134,369 |
| Interest and tax | (55,354) | (47,454) |
| Investment in existing pubs | (10,999) | (12,323) |
| Investment in own shares (SIP) | (6,003) | (3,181) |
| Free cash flow | 99,494 | 71,411 |
| Dividends | (10,439) | (17,380) |
| Disposal proceeds | 495 | 793 |
| Investments in new pubs | (37,830) | (48,559) |
| Cash flow before share capital changes | 51,720 | 6,265 |
| Share buybacks | - | (12,031) |
| Issue of new shares | 580 | 461 |
| Finance lease principal payments | (889) | (479) |
| Movement in net borrowings | 51,411 | (5,784) |
| Free cash flow per share | 71.7p | 50.6p |



Debt Position

| | 2009 | 2008 |
|---|------|------|
| • Net debt/ EBITDA* | 2.7 | 3.2 |
| • Interest cover (times) | 2.4 | 2.7 |
| • Interest cover pre-exceptional (times)* | 3.1 | 2.8 |
| • Fixed charge cover (times) | | |
| - statutory | 1.5 | 1.6 |
| - excluding depreciation | 2.0 | 2.2 |
| - statutory excluding exceptionals | 1.7 | 1.7 |
| - excluding depreciation and exceptionals | 2.3 | 2.2 |

* Excludes exceptional items and fair value movement on financial derivatives.

Banking Facilities



- UK Banking Facility £415m
 - Matures December 2010
 - 10 participating lenders
 - £250m swap expiring in 2014
 - £150m swap until Sept 2009 replaced by new swap until 2016
 - Average interest cost of swaps is 5.5% after Sept 2009
- US Private Placement \$140m - £87m
 - To be repaid in September 2009
 - Foreign exchange swap in place
- New Bilateral of £20m from Santander matures December 2010
- Total facilities £542m (including overdraft)
- Unutilised banking facilities and cash balances of £153.8m as at 26th July 2009 (2008: £82.6m) allows repayment of USPP in September 2009

Anticipate commencing formal discussion by end of 2009

Property



- 39 pubs opened during the year, compared to 23 last year
- 13 of 39 openings were freehold. Property estate 42% freehold
- Targeting similar number of openings in FY 2009/10
- Property prices and rent review settlements lower than historic trends

Opportunities remain for profitable investment

ROC/CROCCE/ROE



| | 2009 | 2008 |
|-------------------------|--------|--------|
| • P&L return on capital | 12.0%* | 11.3%* |
| • Crocce | 11.2%* | 11.3%* |
| • P&L return on equity | 20.6%* | 20.2%* |
| • Cash return on equity | 13.5%* | 14.2%* |

* Excludes exceptional items and fair value movement on financial derivatives

Detailed calculations in appendix D

Returns broadly unchanged



Trading Performance Summary

- Bar sales +2.5%
- Food sales flat (tougher comparatives)
- Increased costs offset by process and efficiency improvements and favourable sales mix

Improvements In The Business



New Pub Openings

The Cordwainer, Northampton - opened 17th July 2009



New Pub Openings



The Old Market Hall, Mexborough - opened 9th January 2009



New Pub Openings

The Flying Boat, Dartford - 19th June 2009

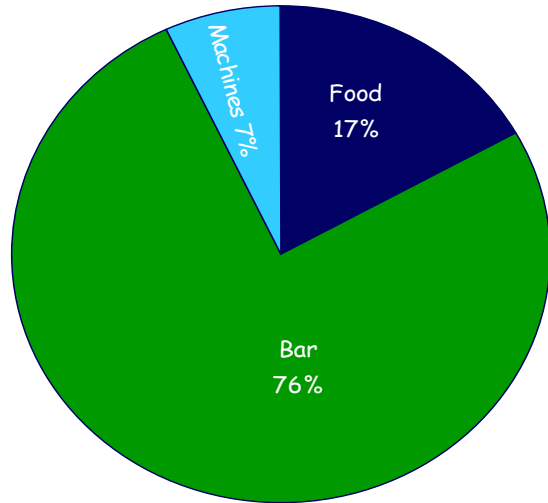


'Loo of the Year'



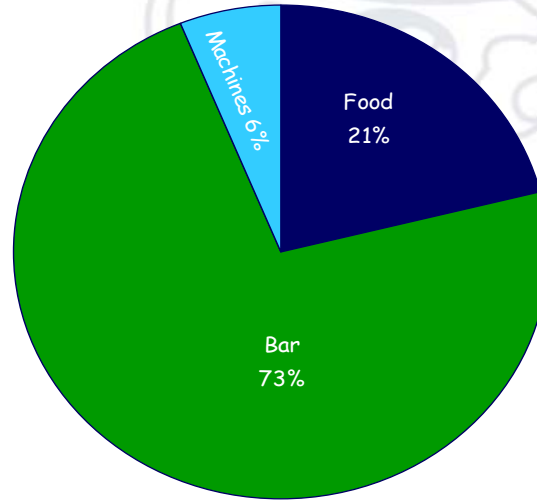
- Corporate Provider National Award for toilet excellence
- Loo of the Year winners in the pubs & wine bar category in England, Wales, Scotland and Northern Ireland

Developing Product Mix



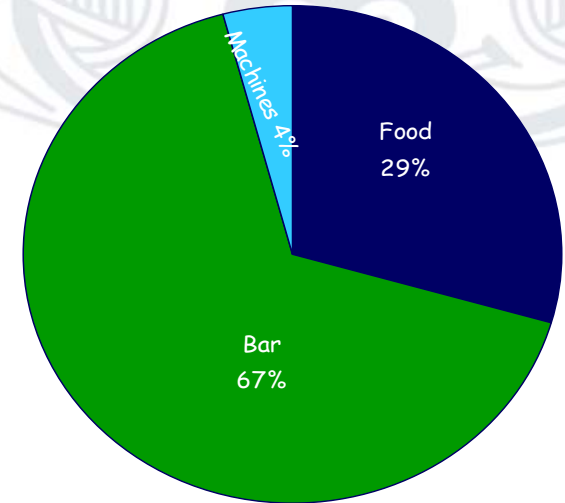
1997

(Sales £139m)



2002

(Sales £601m)



2009

(Sales £955m)

Bar sales slightly higher this year

Real Ale & Wine



- Uplift of 17% in traditional ales this year
- The biggest real ale and wine festivals in the world - in April 2009, we sold 3.3m pints of real ale in 20 days
- Over 650 pubs -96% of the estate - are Cask Marque accredited
- JDW stocks over 600 guest ales over the year
- 193 of our pubs are in the CAMRA Good Beer Guide 2010 (2009: 173)

People & Training



- Company employs over 20,000 people in full and part-time positions
- We are recognised as one of 'Britain's Top Employers' in a Guardian publication for 6 consecutive years
- Comprehensive award winning employee training system
- We offer an award winning national Diploma / Degree in Leisure Retail management to managers, in conjunction with Leeds Metropolitan University
- Average length of service of pub managers over 8 years
- First pub retailer to have Learning & Skills Council funding contract recently awarded from government.
- £20.5m paid in the year on employee bonuses and free shares

Standards

CQSMA



Cleanliness, Quality, Service, Maintenance & Atmosphere

- Mystery Visit Programme using both External & Internal Callers
- Objective to monitor & maintain standards
- Detailed reports to provide feedback to the pubs
- 4,000 calls completed across the estate monthly
- Scores contribute to pub bonus structure
- Calls discussed at time of visit, followed by detailed form
- Current results are the highest yet achieved



JDW - Did You Know?

- Number 2 restaurant brand in the UK after McDonalds
- Eat Out magazine winner of MenuMasters 'best menu' in the Children's category
- Third equal biggest coffee seller in UK after Starbucks and Costa
- World's no. 1 seller of 'Tierra', Lavazza's sustainable coffee from Rainforest Alliance
- Largest curry restaurant group in the UK
- One of only 2 airport catering partners for BAA
- Took Ruddles Best to third largest cask ale in the UK the week after launch



Current Trading and Outlook

- Record sales in 6 weeks to 6th September 2009:
 - Total sales +5.8%
 - LFL sales +1.2%
- Cost outlook better than in recent years re: minimum wage and energy
- Seek to maintain current improvements and seek to make further improvements where possible
- Stronger comparatives in the first half
- Opportunities remain for profitable investment

Confident of future prospects



Appendices

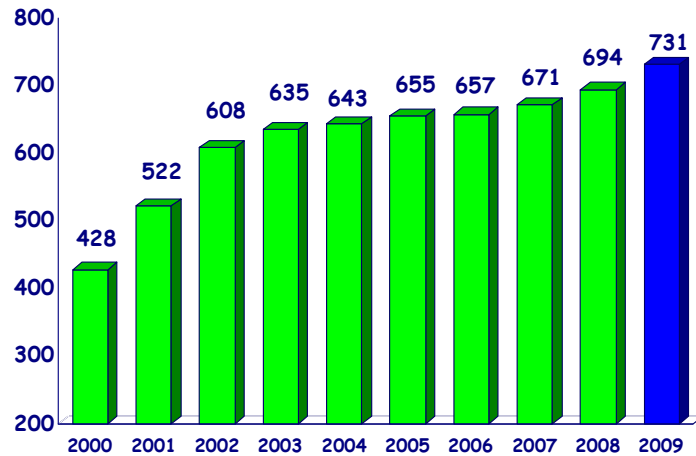
- A - 10-year financial graphs
- B - 10-year trends
- C - Capital trends
- D - ROC/CROCCE/ROE calculations

10-Year Summary

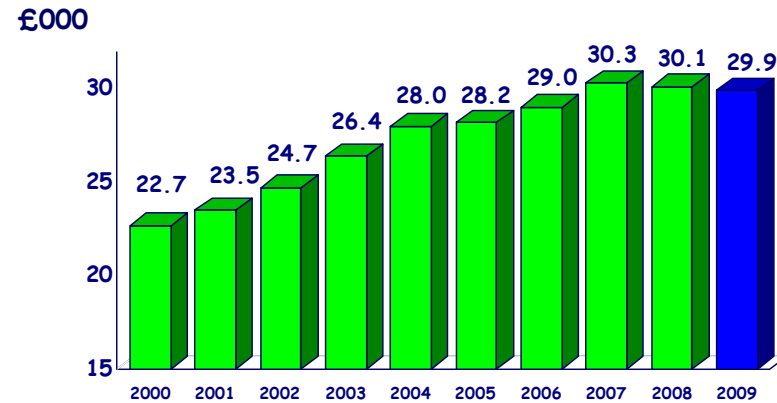
Appendix A



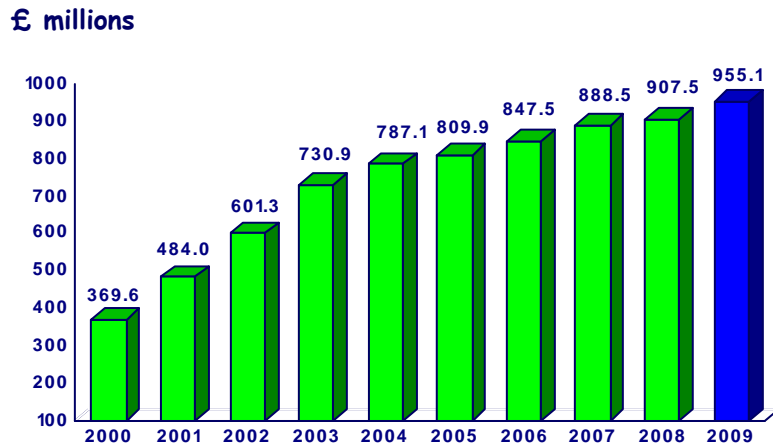
Number of Pubs



Average Sales Per Pub Week (including VAT)



Turnover



Profit Before Tax (before exceptionals)





JDW - Financial Trends

| | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
|----------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------------|
| Sales per pub (£000) | 904 | 1,004 | 1,040 | 1,093 | 1,169 | 1,239 | 1,246 | 1,283 | 1,354 | 1,333 | 1,344 |
| EBITDA per pub (£000) (1) | 188.0 | 203.8 | 205.9 | 207.4 | 201.9 | 204.4 | 195.7 | 205.6 | 219.0 | 211.6 | 212.9 |
| Number of pubs | 327 | 428 | 522 | 608 | 635 | 643 | 655 | 657 | 671 | 694 | 731 |
| % freeholds (%) | 21 | 32 | 40 | 42 | 42 | 41 | 41 | 41 | 42 | 42 | 42 |
| CROCCE (%) (2) | 15.7 | 15.6 | 15.3 | 13.9 | 13.0 | 12.6 | 11.7 | 12.0 | 12.2 | 11.3 | 11.1 |
| Cash return on equity (%) (2) | 20.9 | 20.3 | 20.1 | 18.8 | 17.1 | 15.8 | 14.4 | 14.8 | 15.5 | 14.2 | 13.5 |
| Free cash flow per share (pence) | 20.3 | 24.2 | 29.1 | 33.5 | 38.8 | 36.7 | 37.1 | 42.1 | 35.6 | 50.6 | 71.7 |
| Adjusted earnings per share (3) | 9.4p | 11.8p | 14.2p | 16.6p | 17.0p | 17.7p | 16.9p | 24.1p | 28.1p | 25.7p | 32.6p |

- (1) Excluding sale & leaseback
 (2) See appendix D for calculation
 (3) Excluding exceptional items

Capital Trends

Appendix C



| | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 |
|--|--------|--------|--------|--------|--------|--------|--------|--------|---------------|
| Average size (sq.ft.) - openings | 3,526 | 3,808 | 3,721 | 4,317 | 4,176 | 3,928 | 3,855 | 3,618 | 3,359 |
| Number of openings | 94 | 87 | 45 | 28 | 13 | 9 | 18 | 23 | 39 |
| % which are freehold | 75 | 53 | 56 | 43 | 54 | 22 | 61 | 57 | 33 |
| Freehold average cost (£k) | 506 | 597 | 511 | 640 | 873 | 625 | 750 | 958 | 765 |
| Average development cost (£k) | 1,178 | 1,262 | 1,317 | 1,431 | 1,401 | 1,301 | 1,520 | 1,498 | 851 |
| Average cost per sq. ft. | 334 | 331 | 354 | 331 | 335 | 331 | 394 | 414 | 253 |
| Increase in average cost per sq foot (%) | 2 | -1 | 7 | -6 | 1 | -1 | 19 | 5 | -39 |
| Population within 2 miles | 70,000 | 70,000 | 73,000 | 51,000 | 64,000 | 59,000 | 45,000 | 50,000 | 38,000 |



ROC/CROCCE/ROE

| | 2009 | 2008 |
|--------------------------------|--------------------|----------------|
| | £000 | £000 |
| Profit after tax | <u>25,299</u> | <u>35,535</u> |
| Add: exceptional items | <u>19,902</u> | <u>3,474</u> |
| Underlying PAT | (e) <u>45,201</u> | 39,009 |
| Add: interest | (f) <u>30,846</u> | <u>32,229</u> |
| Profit pre-interest | (g) <u>76,047</u> | 71,238 |
| Deferred tax (credit) / charge | <u>(484)</u> | (94) |
| Depreciation | <u>45,096</u> | <u>45,062</u> |
| Cash return | (h) <u>120,659</u> | <u>116,394</u> |

| | | |
|---|--------------|-------|
| • P&L return on capital [(g)/average (c)] | <u>12.0%</u> | 11.3% |
| • CROCCE [(h)/average (d)] | <u>11.2%</u> | 11.3% |
| • P&L return on equity [(e)/average (a)] | <u>20.6%</u> | 20.2% |
| • Cash return on equity [(h)-(f)/average (d)-(b)] | <u>13.5%</u> | 14.2% |

Includes exceptional fair value loss on financial derivatives



ROC/CROCCE/ROE

| | 2009 £000 | 2008 £000 |
|---------------------------------------|----------------------|------------------|
| Shareholders' funds per balance sheet | <u>167,693</u> | <u>180,547</u> |
| Add: exceptional items | 37,260 | 17,358 |
| : hedging provision | 35,996 | 856 |
| | <u>(a) 240,949</u> | <u>198,761</u> |
| Add: net debt | (b) 390,024 | 442,324 |
| Capital employed | <u>(c) 630,973</u> | <u>641,085</u> |
| Add: deferred tax provision | 77,633 | 79,231 |
| Less: deferred tax asset | (10,766) | (583) |
| Cumulative depreciation | 411,525 | 366,429 |
| Less: revaluation reserve | (11,780) | (19,681) |
| Cash capital employed | <u>(d) 1,097,585</u> | <u>1,066,481</u> |