



Dignity (2002) Limited

Unaudited Investor Report

for the 52 week period ended 28 December 2012

To: BNY Corporate Trustee Services Limited

Fitch Ratings Limited

Standard & Poor's

From: Dignity (2002) Limited (as Borrower)

Terms defined in the Issuer / Borrower Loan Agreement ('IBLA') shall have the same meaning herein.

## **NOTICE TO THE READER**

The information contained in this report represents information on Dignity (2002) Limited and its subsidiaries (the 'Dignity (2002) Group'), a sub-group of the Dignity plc group ('Group').

The information set out herein is not necessarily representative of the performance of the Group as a whole and should not be relied upon in this respect. For example it does not include profits and losses generated by certain companies held outside the Dignity (2002) Group or any dividends declared to shareholders of Dignity plc.

Furthermore, the Group reports its results in accordance with International Financial Reporting Standards ('IFRS'), whilst the Dignity (2002) Group will continue to apply UK Generally Accepted Accounting Principles ('UK GAAP').

# Dignity (2002) Limited

## Unaudited Investor Report

for the 52 week period ended 28 December 2012

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# Dignity (2002) Limited

## Financial Overview

### Review of operations

- Unaudited EBITDA for the 52 week period ended 28 December 2012 was £78.1m compared to £72.6m for the audited 52 week period ended 30 December 2011.
- This performance is due to increased contributions from all operating divisions.
- On 2 February 2012, the trustees approved the payment of actuarial surpluses of £1.5m from the Pre-arranged funeral plan trust. This is not included within EBITDA as presented in this report, but has been paid into the Elective Capex Account in accordance with the IBLA.

### Trading locations

- The number of funeral locations within the Securitisation Group at the period end was 615, which compares to 591 at 30 December 2011. The movement in the portfolio is shown below:

Number of locations at 30 December 2011 <sup>§1</sup>	591
Acquisitions – leasehold	6
Satellite locations – short leasehold	19
Branch closure – leasehold	(1)
Number of locations at 28 December 2012 <sup>§1</sup>	<b>615</b>

- Non-Obligors also acquired 12 funeral locations in the year (Dec 2011: nine) and as a result, the entire Dignity Group operated 636 funeral locations as at 28 December 2012 (Dec 2011: 600).
- The Dignity (2002) Group operates from 37 crematoria (Dec 2011: 35). The movement in the year represents the addition of one crematorium which is being operated on behalf of Haringey Council, and a new crematoria development at Brentwood, Essex.
- The Dignity (2002) Group continues to pursue other opportunities to acquire small, 'bolt-on' funeral locations and additional Crematoria as part of its stated strategy of developing its portfolio of funeral locations and crematoria.

### Quarterly reference dates

The Dignity (2002) Group prepares accounts drawn up to the nearest Friday before the Quarter End Date each quarter. As a result the combined and consolidated information reflects the 52 week period ending 28 December 2012 and 52 week period ending 30 December 2011.

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<sup>§1</sup> Excludes 8 telephone branches.

# Dignity (2002) Limited

## Consolidated EBITDA and capital expenditure

for the 52 week period ended 28 December 2012

	Note	Funeral services £m	Crematoria £m	Pre-arranged funeral plans £m	Portfolio £m	Central overheads £m	52 week period ending 28 Dec 2012 £m	52 week period ending 30 Dec 2011 £m
<b>Net revenue</b>		153.5	46.6	25.1	225.2	-	<b>225.2</b>	208.5
Operating expenses	1	(93.2)	(21.9)	(19.9)	(135.0)	(12.1)	<b>(147.1)</b>	(135.9)
<b>EBITDA</b>	1	<b>60.3</b>	<b>24.7</b>	<b>5.2</b>	<b>90.2</b>	<b>(12.1)</b>	<b>78.1</b>	72.6
Movement in provisions		n/a	n/a	n/a	n/a	n/a	-	-
Taxation	2	n/a	n/a	n/a	n/a	n/a	<b>(8.4)</b>	(6.2)
Minimum Capex Maintenance Amount	3	n/a	n/a	n/a	n/a	n/a	<b>(9.3)</b>	(9.0)
<b>Free Cashflow</b>		<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>60.4</b>	57.4
Actual Capital Maintenance Expenditure – <i>calendar YTD</i>		8.8	2.1	-	10.9	0.7	<b>11.6</b>	10.2
Expenditure on Permitted Crematorium Developments by Obligors – <i>52 week period</i>		-	-	-	-	-	-	-

## Dignity (2002) Limited

### Consolidated Net Assets, Cash balances, Financial Indebtedness, Permitted Obligor Acquisitions and Permitted Obligor Disposals

as at 28 December 2012

	<i>Note</i>	<i>28 Dec 2012 £m</i>	<i>30 Dec 2011 £m</i>
<b>Consolidated Net Assets:</b>			
<b>Fixed assets</b>		<b>246.1</b>	241.9
Total current assets	5	<b>68.5</b>	38.7
Creditors: amounts falling due within one year		<b>(179.9)</b>	(165.0)
<b>Net current liabilities</b>		<b>(111.4)</b>	(126.3)
<b>Total assets less current liabilities</b>		<b>134.7</b>	115.6
Creditors: amounts falling due after more than one year		<b>(306.9)</b>	(316.0)
Provisions for liabilities		<b>(9.4)</b>	(9.3)
Pension asset (net of deferred tax)		<b>0.1</b>	1.0
<b>Net liabilities</b>		<b>(181.5)</b>	(208.7)
<b>Cash balances – amounts standing to the credit of:</b>			
Capex Reserve Account		-	-
Funeral Home Reserve Account		-	-
Loan Payments Account	6	<b>14.3</b>	0.4
Issuer Transaction Account	6	<b>15.8</b>	-
Crematorium Reserve Account		-	-
Principal Reserve Account		-	-
Elective Capex Account	6	<b>1.9</b>	3.2
Special Capex Account		-	-
Restricted Payments Account		-	-
Upgrade Reserve Account	6	<b>1.9</b>	1.4
<b>Permitted Obligor Acquisitions and Permitted Obligor Disposals:</b>			
Permitted Obligor Acquisitions (gross) in the Relevant Period	7	<b>6.4</b>	4.3
Permitted Obligor Disposals (gross) in the Relevant Period (where Net Sale Proceeds exceeds £50,000 x RPI)	8	<b>0.6</b>	0.6
<b>Financial Indebtedness:</b>	10	<b>452.8</b>	467.8

# Dignity (2002) Limited

## Coverages and covenants

for the 52 week period ended 28 December 2012

		<i>52 week period ending</i>	<i>52 week period ending</i>
	<i>Note</i>	<i>28 Dec 2012 £m</i>	<i>30 Dec 2011 £m</i>
EBITDA for the Relevant Period		<b>78.1</b>	72.6
Free Cashflow for the Relevant Period		<b>60.4</b>	57.4
Debt Service for the Relevant Period	9	<b>32.1</b>	32.0

### Financial Covenant

EBITDA DSCR ('Debt Service cover ratio') :

Target	<b>&gt;= 1.5 : 1</b>	>= 1.5 : 1
Actual	<b>2.43:1</b>	2.27:1

### Restricted Payment Condition

Free Cashflow DSCR :

Target	<b>&gt;= 1.4 : 1</b>	>= 1.4 : 1
Actual	<b>1.88:1</b>	1.79:1

EBITDA DSCR :

Target	<b>&gt;=1.85 : 1</b>	>=1.85 : 1
Actual	<b>2.43:1</b>	2.27:1

### Confirmations

The Dignity (2002) Group confirms that the Financial Covenant has been observed for the Relevant Period ending 31 December 2012.

The Restricted Payment Condition in relation to each Restricted Payment below has been satisfied.

On 29 June 2012, a Restricted Payment totalling £12.3m was paid to Dignity Holdings Limited as a loan. This loan was offset against the existing loan from Dignity Holdings Limited to Borrower in accordance with clause 19.16.1 (b) of the IBLA. These funds were subsequently paid to Dignity plc by way of a dividend.

On 31 December 2012, a Restricted Payment totalling £9.5m was paid to Dignity Holdings Limited as a loan. This loan was offset against the existing loan from Dignity Holdings Limited to Borrower in accordance with clause 19.16.1 (b) of the IBLA. These funds were subsequently paid to Dignity plc by way of a dividend.

# Dignity (2002) Limited

## Notes to the Investor Report

for the 52 week period ended 28 December 2012

### 1 EBITDA

EBITDA has been calculated in accordance with the definition in the IBLA. Pension costs are stated on a cash basis and have been allocated on a divisional basis.

For the benefit of users of this report, divisional EBITDA for the Relevant Periods was as follows:

<i>52 week period ended 28 Dec 2012</i>	<i>Funeral services £m</i>	<i>Crematoria £m</i>	<i>Pre-arranged funeral plans £m</i>	<i>Central overheads £m</i>	<i>Group £m</i>
Net revenue	153.5	46.6	25.1	-	<b>225.2</b>
Operating expenses	(93.2)	(21.9)	(19.9)	(12.1)	<b>(147.1)</b>
<b>EBITDA</b>	<b>60.3</b>	<b>24.7</b>	<b>5.2</b>	<b>(12.1)</b>	<b>78.1</b>
<i>52 week period ended 30 Dec 2011</i>					
Net revenue	144.9	41.6	22.0	-	208.5
Operating expenses	(88.0)	(18.9)	(17.9)	(11.1)	(135.9)
EBITDA	56.9	22.7	4.1	(11.1)	72.6

### 2 Taxation

Taxation represents amounts paid in cash or falling due in respect of Tax during the Relevant Period.

### 3 Capex Maintenance Amount

The IBLA requires the Minimum Capex Maintenance Amount rather than actual spend to be deducted in arriving at Free Cashflow.

### 4 Consolidated net assets

The consolidated net assets as at 30 December 2011 as disclosed in this Investor Report represent the final audited figures as per the 2011 statutory accounts.

There were no differences between the final statutory accounts and that reported in the December 2011 unaudited Investor Report.

# Dignity (2002) Limited

## Notes to the Investor Report

for the 52 week period ended 28 December 2012

### 5 Total current assets

Total current assets include cash at bank and in hand of £35.3m (Dec 2011: £7.3m) of which £0.9m (Dec 2011: £1.8m) is cash held for operations.

### 6 Reserve account balances

#### *Loan Payments Account*

Of the £14.3m held at 28 December 2012, a Restricted Payment totalling £9.5m was paid to Dignity Holdings Limited as a loan on 31 December 2012.

#### *Issuer Transaction Account*

The £15.8m held at 28 December 2012 was used to make the debt interest and principal repayments that became due on 31 December 2012.

#### *Elective Capex Account*

The balance in this account represents the receipt of the actuarial surplus from the Pre-arranged funeral plan trust and proceeds from the sale of freehold properties. £1.5m of this balance was restricted until February 2013.

#### *Upgrade Reserve Account*

The balance on the Upgrade Reserve Account is £1.9m. The movement in the balance during the Relevant Period is net of contributions and withdrawals.

As anticipated in the prospectus published when the Notes were issued in April 2003, environmental legislation has been passed in January 2005 requiring all crematoria in the UK to reduce their emissions of mercury by 50% by 2012.

Emission reductions can be achieved either by fitting abatement equipment at some of the sites operated by the Dignity (2002) Group or by trading emissions through the CAMEO trading scheme set up by the Federation of British Cremation Authorities. The Dignity (2002) Group decided to install equipment at some of its sites. It has mercury abatement installed at 20 locations within its portfolio, and is therefore complying with the legislation.

### 7 Permitted Obligor Acquisitions

The expenditure in the Relevant Period relates to the acquisition of businesses and properties other than crematoria properties and Funeral Home Start-Ups.



# Dignity (2002) Limited

## Notes to the Investor Report

for the 52 week period ended 28 December 2012

### 8 Permitted Obligor Disposals

Asset disposals in the Relevant Period, where the market value exceeded £50,000, comprised of four freehold properties that were not directly EBITDA-generating.

### 9 Debt Service and Financial Covenant

The Dignity (2002) Group confirms that none of the following occurred in the Relevant Period ending 31 December 2012:

- Loan Event of Default
- Potential Loan Event of Default
- Financial Adviser Appointment Event

The Company made the following debt repayments during the Relevant Period (paid on 29 June 2012 and 31 December 2012):

	<i>Interest</i>	<i>Principal</i>
	<i>£'000</i>	<i>£'000</i>
Class A Secured 6.310% Notes due 2023	9,473	8,301
Class B Secured 8.151% Notes due 2030	13,515	-

The interest payments above include the 1bp margin payable under the IBLA. The actual payments to bondholders were £9,458,000 and £13,498,000 under the Class A and Class B Notes respectively.

# Dignity (2002) Limited

## Notes to the Investor Report

for the 52 week period ended 28 December 2012

### 9 Debt Service and Financial Covenant (continued)

Debt Service for the Relevant Period ending 31 December 2012 has been calculated as follows:

	<i>Principal</i>	<i>Annual rate</i>	<i>Interest</i>
<b>Senior Interest accruing in the period</b>	<b>£'000</b>	<b>%</b>	<b>£'000</b>
Class A Notes	147,856	6.32%	9,473
Class B Notes	165,600	8.161%	13,515
Working capital facility	5,000	0.45%	22
Liquidity facility	50,000	0.50%	250
Hedging documents	202,500	0.3404% <sup>§1</sup>	689
<b>Senior Interest accrued in the period</b>			<b>23,949</b>
Interest received in the period	Variable	Variable	(115)
Scheduled repayments of principal in the period		n/a	8,302
<b>Debt Service for the Relevant Period</b>			<b>32,136</b>

<sup>§1</sup> Net rate payable on notional principal.

# Dignity (2002) Limited

## Notes to the Investor Report

for the 52 week period ended 28 December 2012

### 10 Financial Indebtedness

Following the issue of further Class A and B secured notes on 21 February 2006, the IBLA was amended and restated. The restatement at this time incorporated an amendment that replaced the requirement to report Permitted Financial Indebtedness with that of Financial Indebtedness, which is defined as follows:

**“Financial Indebtedness”** means any indebtedness for or in respect of:

- (a) moneys borrowed;
- (b) any amount raised by acceptance under any acceptance credit facility;
- (c) any amount raised pursuant to any note purchase facility or the issue of bonds, notes, debentures, loan stock or any similar instrument;
- (d) the amount of any liability in respect of any lease, credit sale, conditional sale agreement or hire purchase contract which would, in accordance with UK GAAP, be treated as a finance or capital lease;
- (e) receivables sold or discounted (other than any receivables to the extent they are sold on a non-recourse basis);
- (f) any amount raised under any other transaction (including any forward sale or purchase agreement) having the commercial effect of a borrowing;
- (g) any derivative transaction entered into in connection with protection against or benefit from fluctuation in any rate or price (and, when calculating the value of any derivative transaction, only the marked to market value shall be taken into account);
- (h) any counter-indemnity obligation in respect of a guarantee, indemnity, bond, standby or documentary letter of credit or any other instrument issued by a bank or financial institution; and
- (i) the amount of any liability in respect of any guarantee or indemnity for any of the items referred to in paragraphs (a) to (h) above.

# Dignity (2002) Limited

## Notes to the Investor Report

for the 52 week period ended 28 December 2012

### 11 Dignity plc

For the avoidance of doubt, the financial information contained elsewhere in this report relates to the unaudited consolidated results and financial position of Dignity (2002) Limited and its subsidiaries ('the Dignity (2002) Group') as required under the IBLA. The ultimate parent undertaking of Dignity (2002) Limited is Dignity plc.

Consequently, the financial information set out elsewhere in this report does not include the results of either the ultimate or intermediate parent undertakings of Dignity (2002) Limited, nor any adjustments necessary as to present the consolidated results and financial position of the combined groups.

Specifically, the financial information set out elsewhere in this report does not include certain adjustments, including, but not limited to, the following:

- Certain administrative expenses accruing to the parent undertakings of the Dignity (2002) Group;
- Interest payable and receivable on borrowings or loans between the Dignity (2002) Group and its parent undertakings;
- Interest payable or receivable on borrowings or loans held by either the ultimate or intermediate parent undertakings of Dignity (2002) Limited;
- Dividends declared or receivable by either the ultimate or intermediate parent undertakings of Dignity (2002) Limited;
- The non-cash effects of FRS 17 in the Relevant Period;
- The net assets of either the ultimate or intermediate parent undertakings of Dignity (2002) Limited; and
- Any adjustments necessary in order to present the combined results and financial position of any entity outside the control of the Dignity (2002) Group.

This report has been prepared under UK Generally Accepted Accounting Principles ('UK GAAP'). Dignity plc prepares its consolidated financial statements under IFRS principles.

# Dignity (2002) Limited

## Notes to the Investor Report

for the 52 week period ended 28 December 2012

### 12 Terminology

The following capitalised terms and phrases used in this report are defined in the Issuer / Borrower Loan Agreement ('IBLA') and have the same meanings in this report as defined in the IBLA:

Additional Obligors	Annual Upgrade Update	Borrower	Debt Service	EBITDA	Financial Adviser Appointment
Financial Covenant	Financial Indebtedness	Free Cashflow	Funeral Home Start-Ups	Issuer	Loan Event of Default
Maintenance Capex	Non-Obligor	Note Trustee	Permitted Obligor Acquisition	Permitted Crematorium Development	Permitted Obligor Disposal
Portfolio	Potential Loan Event of Default	Relevant Period	Restricted Payment	Restricted Payment Condition	Senior interest
Secured Notes	Security Trustee	Tax	Tax Deed of Covenant	Transaction Documents	

### 13 Raters re-affirmation

In September 2012, both Fitch and S&P reaffirmed their ratings of the Secured Notes. Further details may be obtained from those parties.