

TWC ENTERPRISES LIMITED

FOR IMMEDIATE RELEASE
KING CITY, ONTARIO
TSX: TWC

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TWC ENTERPRISES LIMITED ANNOUNCES THIRD QUARTER 2019 RESULTS AND ELIGIBLE CASH DIVIDEND

Consolidated Financial Highlights (unaudited)

(in thousands of dollars except per share amounts)	Three months ended		Nine months ended	
	September 30, 2019	September 30, 2018	September 30, 2019	September 30, 2018
Net earnings (continuing)	7,322	8,846	45	5,770
Net earnings (discontinued operations)	-	211,587	-	214,434
Net earnings	7,322	220,433	45	220,204
Basic and diluted earnings per share (continuing)	0.27	0.32	0.00	0.21
Basic and diluted earnings per share (discontinued operations)	-	7.74	-	7.84
Basic and diluted earnings per share	0.27	8.06	0.00	8.05

Operating Data

	Three months ended		Nine months ended	
	September 30, 2019	September 30, 2018	September 30, 2019	September 30, 2018
ClubLink				
Canadian Full Privilege Golf Members			14,755	15,588
Championship rounds – Canada	607,000	558,000	954,000	926,000
18-hole equivalent championship golf courses – Canada			41.5	42.5
18-hole equivalent managed championship golf courses – Canada			1.0	
Championship rounds – U.S.	43,000	44,000	254,000	252,000
18-hole equivalent championship golf courses – U.S.			11.0	11.0

The following is a breakdown of net operating income by segment:

(thousands of Canadian dollars)	For the three months ended	
	September 30, 2019	September 30, 2018
Net operating income (loss) by segment		
Canadian golf club operations	\$ 17,346	\$ 16,913
US golf club operations (2019 - US loss \$930,000; 2018 - US loss \$926,000)	(1,231)	(1,210)
Corporate operations	(939)	(940)
Net operating income (Continuing) ⁽¹⁾	15,176	14,763
Rail and port operations (discontinued operations) (2019 - nil; 2018 - US \$8,198,000)	-	10,765
Net operating income ⁽¹⁾	\$ 15,176	\$ 25,528

(thousands of Canadian dollars)	For the nine months ended	
	September 30, 2019	September 30, 2018
Net operating income (loss) by segment		
Canadian golf club operations	\$ 25,668	\$ 27,878
US golf club operations (2019 - US \$828,000; 2018 - US \$158,000)	1,106	147
Corporate operations	(2,673)	(2,472)
Net operating income (continuing) ⁽¹⁾	24,101	25,553
Rail and port operations (discontinued operations) (2019 - nil; 2018 - US \$14,673,000)	-	19,360
Net operating income ⁽¹⁾	\$ 24,101	\$ 44,913

The following is an analysis of net earnings:

(thousands of Canadian dollars)	For the three months ended	
	September 30, 2019	September 30, 2018
Operating revenue	\$ 65,260	\$ 65,351
Direct operating expenses ⁽¹⁾	50,084	50,588
Net operating income ⁽¹⁾	15,176	14,763
Amortization of membership fees	1,480	1,807
Depreciation and amortization	(4,993)	(4,040)
Land lease rent	-	(1,097)
Interest, net and investment income	(1,317)	(2,522)
Other items	357	3,169
Income taxes	(3,381)	(3,234)
Net earnings (continuing)	7,322	8,846
Net earnings (discontinued operations)	-	211,587
Net earnings	\$ 7,322	\$ 220,433

For the nine months ended

(thousands of Canadian dollars)	September 30, 2019		September 30, 2018	
Operating revenue	\$	134,496	\$	136,906
Direct operating expenses ⁽¹⁾		110,395		111,353
Net operating income ⁽¹⁾		24,101		25,553
Amortization of membership fees		4,033		5,145
Depreciation and amortization		(15,177)		(12,153)
Land lease rent		-		(3,292)
Interest, net and investment income		(4,126)		(10,030)
Other items		(7,594)		3,105
Income taxes		(1,192)		(2,558)
Net earnings (continuing)		45		5,770
Net earnings (discontinued operations)		-		214,434
Net earnings	\$	45	\$	220,204

Non-IFRS Measures

TWC uses non-IFRS measures as a benchmark measurement of our own operating results and as a benchmark relative to our competitors. We consider these non-IFRS measures to be a meaningful supplement to net earnings. We also believe these non-IFRS measures are commonly used by securities analysts, investors and other interested parties to evaluate our financial performance. These measures, which included direct operating expenses and net operating income do not have standardized meaning under IFRS. While these non-IFRS measures have been disclosed herein to permit a more complete comparative analysis of the Company's operating performance and debt servicing ability relative to other companies, readers are cautioned that these non-IFRS measures as reported by TWC may not be comparable in all instances to non-IFRS measures as reported by other companies.

The glossary of financial terms is as follows:

Direct operating expenses = expenses that are directly attributable to company's business units and are used by management in the assessment of their performance. These exclude expenses which are attributable to major corporate decisions such as impairment.

Net operating income = operating revenue – direct operating expenses

Net operating income is an important metric used by management in evaluating the Company's operating performance as it represents the revenue and expense items that can be directly attributable to the specific business unit's ongoing operations. It is not a measure of financial performance under IFRS and should not be considered as an alternative to measures of performance under IFRS. The most directly comparable measure specified under IFRS is net earnings.

Third Quarter 2019 Consolidated Operating Highlights

On June 6, 2018, TWC announced that it entered into a purchase and sale agreement to sell the White Pass rail and port operations to a joint venture for proceeds of US\$290,000,000. Closing on July 31, 2018, the transaction represented a sale of the complete operations of White Pass. Consequently, this segment is being presented as discontinued operations in the financial statements.

On December 14, 2018, the Company sold Club de Golf Le Fontainebleau to the shareholders of Club de Golf Rosemère for net proceeds of \$8,589,000. ClubLink retains a management fee arrangement of Fontainebleau. This sale has resulted in a decrease of 458 members.

As of January 1, 2019, the Company adopted IFRS 16, Leases. As part of this guidance, land lease rent for operating leases will no longer be expensed directly. Instead, these leases are set up on the balance sheet and right-of-use depreciation expense and interest expense is reflected instead.

Consolidated operating revenue decreased 0.1% to \$65,260,000 for the three month period ended September 30, 2019 from \$65,351,000 in 2018.

Direct operating expenses decreased 1.0% to \$50,084,000 for the three month period ended September 30, 2019 from \$50,588,000 in 2018.

Net operating income increased 2.8% to \$15,176,000 for the three month period ended September 30, 2019 from \$14,763,000 in 2018 due to improvements in golf net operating income resulting from higher guest and green fee revenue for the quarter.

Amortization of membership fees decreased 18.1% to \$1,480,000 from \$1,807,000 in 2018.

Interest, net and investment income decreased 47.8% to an expense of \$1,317,000 for the three month period ended September 30, 2019 from \$2,522,000 in 2018 due to interest income earned on funds from the sale of White Pass and a decrease in borrowings.

Other items have decreased to income of \$357,000 for the three month period ended September 30, 2019 from income of \$3,169,000 in 2018 due to insurance proceeds received in 2018 for the insurance claim relating to the clubhouse at Le Maître.

Net earnings decreased to \$7,322,000 for the three month period ended September 30, 2019 from earnings of \$220,433,000 in 2018 due to the disposition of White Pass. Basic and diluted loss per share changed to 27 cents per share in 2019, compared to basic and diluted earnings per share of \$8.06 in 2018.

Eligible Dividend

Today, TWC Enterprises Limited announced an eligible cash dividend of 2 cents per common share to be paid on December 13, 2019 to shareholders of record as at November 29, 2019.

Corporate Profile

TWC is engaged in golf club operations under the trademark, "ClubLink One Membership More Golf." TWC is Canada's largest owner, operator and manager of golf clubs with 53.5 18-hole equivalent championship and 3.5 18-hole equivalent academy courses (including one managed property) at 41 locations in Ontario, Quebec and Florida.

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Management's discussion and analysis, financial statements and other disclosure information relating to the Company is available through SEDAR and at www.sedar.com and on the Company website at www.twcenterprises.ca