

# vue

## Noteholder presentation Q1 2014

23 April 2014



# Important information

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## **IMPORTANT: You must read the following before continuing**

### **PRESENTATION OF FINANCIAL DATA**

This presentation should be read in conjunction with the Vougeot Bidco plc ("Bidco") Quarterly Report (the "Report") to Noteholders for the period ended 27 February 2014 ("Q1 2014"), released on Wednesday 23 April 2014. This report is available on our website at <http://corporate.myvue.com/home/investor-relations>.

Bidco was incorporated on 2 May 2013 and began trading following its acquisition of Vue Entertainment International Limited ("VEIL") on 8 August 2013; hence comparative data for the prior year is not available and is not included in the unaudited interim condensed consolidated accounts ("Bidco as Acquired").

Pro Forma Bidco financial and operating data ("Pro Forma") has been included to provide a more meaningful view of the recent trading of the business and to enable comparison of the quarter and year to date to the prior year. The Pro Forma financial information presented in this Presentation has been derived from the consolidated financial statements of Bidco, VEIL, the pre-acquisition consolidated financial information of Multikino S.A. ("Multikino"), CinemaxX AG ("CinemaxX") and Apollo Cinemas Limited ("Apollo"), adjusted to give pro forma effect to (i) IFRS and Polish GAAP to UK GAAP differences, (ii) the VEIL acquisition and (iii) the Financing (as defined in the Offering Memorandum), and the application of the proceeds therefrom. The transactions are deemed to have occurred on November 25, 2011 for the purposes of the income statement.

### **DISCLAIMER**

This presentation is for information purposes only and does not constitute an offer to sell or the solicitation of an offer to buy securities. This presentation does not contain all of the information that is material to an investor.

#### Forward-Looking Statements

This presentation contains "forward-looking statements" as that term is defined by the U.S. federal securities laws and within the meaning of the securities laws of certain other jurisdictions. These forward-looking statements include, without limitation, those regarding our intentions, beliefs or current expectations concerning our future financial condition and performance, results of operations and liquidity; our strategy, plans, objectives, prospects, growth, goals and targets; future developments in the markets in which we participate or are seeking to participate; and anticipated regulatory changes in the industry in which we operate.

These statements often include words such as "anticipate," "believe," "could," "estimates," "expect," "forecast," "intend," "may," "plan," "projects," "should," "suggests," "targets," "would," "will," and other similar expressions. These statements are not guarantees of performance or results. Many factors could affect our actual financial results or results of operations and could cause actual results to differ materially from those expressed in the forward-looking statements and projections. We undertake no obligation to review or confirm analysts' expectations or estimates or to release publicly any revisions to any forward-looking statements to reflect events or circumstances after the date of this presentation.

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# Presenters

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## Today's Speakers

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**Tim Richards**  
CEO

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**Alan McNair**  
CFO and Deputy CEO

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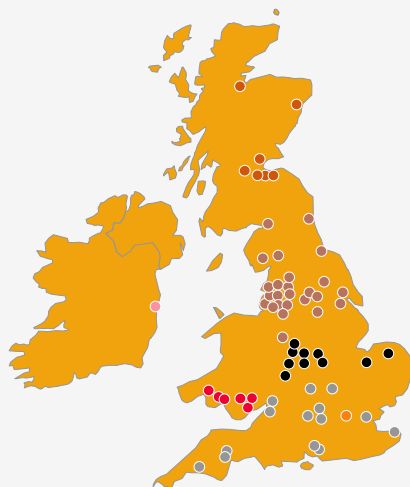
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**Steve Knibbs**  
COO

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# Vue at a Glance as of 27 February 2014

## UK & Ireland Footprint



## Germany and Denmark Footprint



## Poland Footprint



As at 27 February 2014	UK & Ireland	Germany & Denmark	Poland & Baltics <sup>(1)</sup>	Other <sup>(2)</sup>	Group
<b>Sites</b>	<b>83</b>	<b>33</b>	<b>33</b>	<b>2</b>	<b>151</b>
<i>Multiplex % <sup>(3)</sup></i>	98.8%	97.0%	93.9%	100.0%	97.4%
<b>Screens</b>	<b>790</b>	<b>285</b>	<b>268</b>	<b>25</b>	<b>1,368</b>
<i>% of screens with 100% stadium seating</i>	95.1%	99.6%	100.0%	100.0%	97.1%

**Notes:**

1. Poland & Baltics includes Latvia and Lithuania.
2. Other includes Portugal and Taiwan.
3. Multiplex cinema site defined as a site with five or more screens, calculated as a percentage of the total number of sites in the region.

# Results Highlights

## Q1 2014

- Very successful quarter across all markets.
- Major Territories Market GBOR increased by 1.7% vs. Q1 2013.
- Group Turnover of £165.1m is Vue's second most successful quarter ever (after Q1 2013 which was the highest).
- Group Turnover decreased £1.8m, 1.1% with increased ATP and SPP partially offsetting a reduction in admissions.
- Vue Major Territories GBOR amounted to £116.1m with market share of 19.2% consistent with Q4 2013 but down by 0.7ppt from Q1 2013.
- Consistent with Turnover Q1 2014 Consolidated EBITDA of £35.4m was the second highest quarter ever and was only £0.8m, 2.4% below our record quarter.

	Q1 2014	Q1 2013	Variance to Q1 2013
Major Territories Total Market GBOR <sup>(1)</sup> (£m)	604.3	594.3	1.7% ↑
Vue Major Territories GBOR <sup>(2)</sup> (£m)	116.1	118.3	(1.9%) ↓
<b>Vue Major Territories GBOR market share (%)</b>	<b>19.2%</b>	<b>19.9%</b>	<b>(0.7ppt) ↓</b>
<b>Vue Group Turnover <sup>(3)</sup> (£m)</b>	<b>165.1</b>	<b>166.9</b>	<b>(1.1%) ↓</b>
<b>Vue Group Consolidated EBITDA <sup>(4)</sup> (£m)</b>	<b>35.4</b>	<b>36.2</b>	<b>(2.4%) ↓</b>
Vue Group Admissions <sup>(5)</sup> (m)	17.8	18.4	(3.2%) ↓
Vue Group ATP <sup>(6)</sup> (£)	6.16	6.08	1.3% ↑
Vue Group SPP <sup>(7)</sup> (£)	2.00	1.92	4.1% ↑

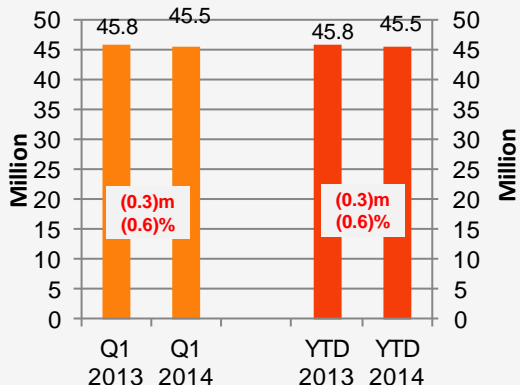
### Notes

1. Major Territories Total Market GBOR: Aggregate Total Market GBOR for the UK, Germany and Poland, for the defined period.
2. Vue Major Territories GBOR: Aggregate Vue UK GBOR (excluding Ireland, Taiwan and Portugal), Cinemax GBOR (excluding Denmark) and Multikino (excluding Latvia and Lithuania).
3. Vue Group Turnover: Total Group reported turnover for the defined period.
4. Vue Group Consolidated EBITDA: Consolidated reported EBITDA for the Group, for the defined period.
5. Includes paid and unpaid admissions in the period.
6. Calculated as total Group BOR in the period (net of VAT) divided by total admissions in the period.
7. Calculated as total Group Concessions in the period (net of VAT) divided by total admissions in the period.
8. FX rates: € to £ average exchange rates are: 0.8245 Q1 2014; 0.8245 YTD 2014; 0.8413 Q1 2013 and 0.8413 YTD 2013. PLN to £ average exchange rates are: 0.1971 Q1 2014; 0.1971 YTD 2014; 0.2031 Q1 2013 and 0.2031 YTD 2013.
9. UK financial & market data: Q1 2014, the 13 weeks ended 27 February 2014; YTD 2014, the 13 weeks ended 27 February 2014; Q1 2013, the 13 weeks ended 28 February 2013; YTD 2013, the 13 weeks ended 28 February 2013.
10. Germany market data: Q1 2014 1 December 2013 to 28 February 2014; YTD 2014 1 December 2013 to 28 February 2014; Q1 2013 1 December 2012 to 28 February 2013; YTD 2013 1 December 2012 to 28 February 2013.
11. Poland market data: Q1 2014, the 13 weeks ended 06 March 2014; YTD 2014, the 13 weeks ended 06 March 2014; Q1 2013, the 13 weeks ended 7 March 2013; YTD 2013, the 13 weeks ended 7 March 2013.



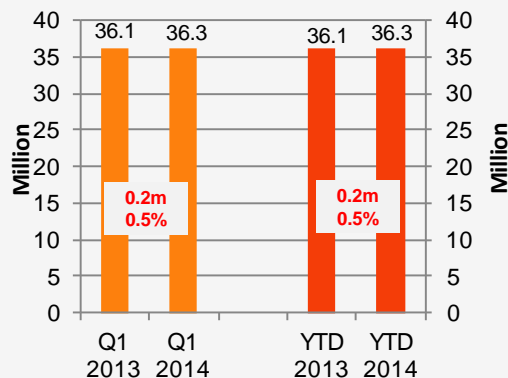
# Market Performance – Admissions and GBOR

### UK Admissions (m) <sup>(1)</sup>



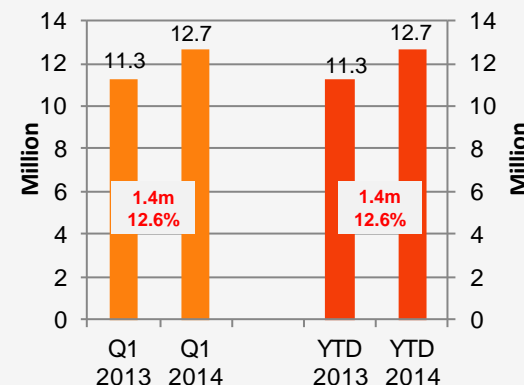
Source: CAA (DCM & P&D)

### Germany Admissions (m) <sup>(2)</sup>



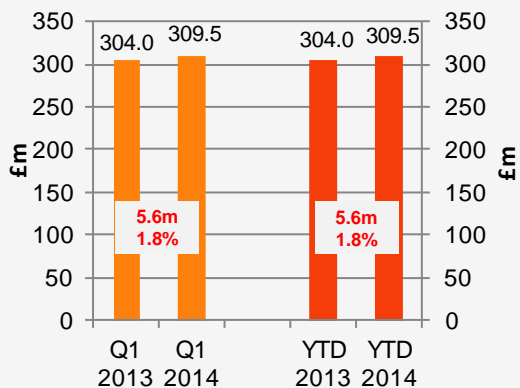
Source: IBOE.com / Rentrak

### Poland Admissions (m) <sup>(2)</sup>



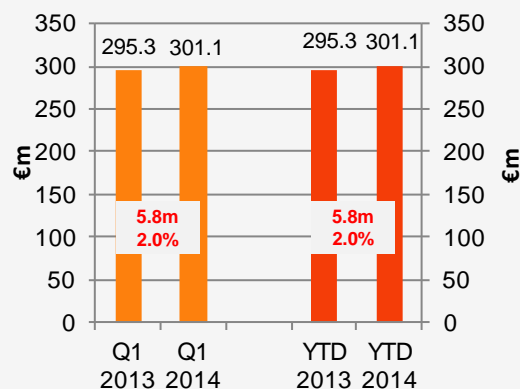
Source: Boxoffice.pl

### UK GBOR (£m)



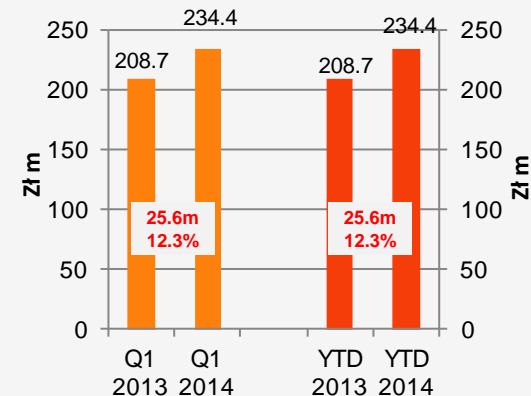
Source: IBOE.com / Rentrak

### Germany GBOR (€m)



Source: IBOE.com / Rentrak

### Poland GBOR (złm)



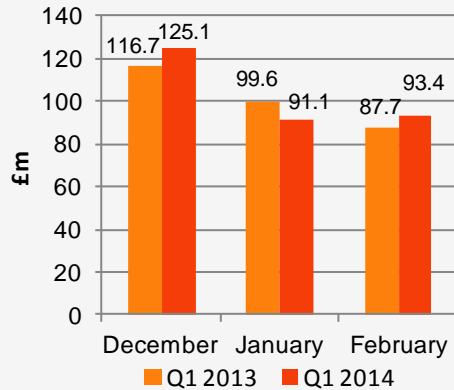
Source: Boxoffice.pl

#### Notes

1. Includes paid and unpaid admissions in the period.
2. Includes paid admissions only in the period.

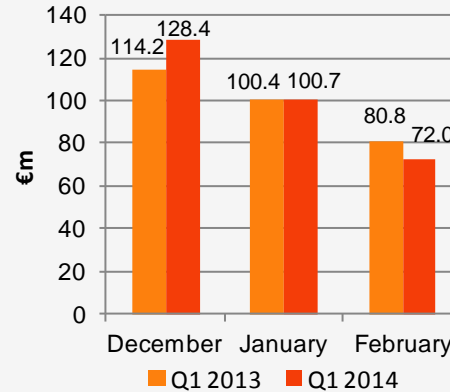
# Market Performance – Q1 2014 GBOR Monthly Phasing

## UK Q1 2014 GBOR monthly phasing



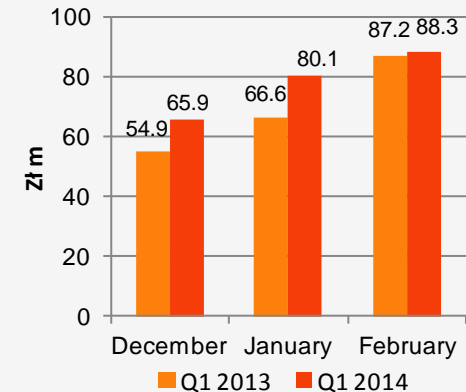
Source: IBOE.com / Rentrak

## Germany Q1 2014 GBOR monthly phasing



Source: IBOE.com / Rentrak

## Poland Q1 2014 GBOR monthly phasing



Source: Boxoffice.pl

### December

- UK: Strong performance from Frozen (£28.0m) offsetting The Hobbit: The Desolation of Smaug which grossed £9.4m less than An Unexpected Journey in Q1 2013.
- Germany: benefited from strong performance from Frozen (€22.9m) and success of local films Fack ju Göhte (€13.5m) and Der Medicus (€9.0m)
- Poland: Strong performance from Frozen (zł 13.5m)

### January

- UK: In 2013, Les Miserables (£27.4m) grossed £14.8m more than The Wolf Of Wall Street, the top performing title in 2014.
- Poland: Top five films in 2014 including The Hobbit: The Desolation of Smaug (zł 14.1m), Pod Mocnym Aniołem (zł 11.5m) and Wkreceni (zł 8.7m) outperformed those for 2013.

### February

- UK: February performance was driven by The LEGO Movie and Mr Peabody & Sherman during the half term.
- Germany: Impacted by weak slate with the top 3 titles in 2014 grossing €11.2m less than the top three in 2013 which were Django Unchained (€14.5m), Kokowääh 2 (€13.1m) and Die Hard - A Good Day to Die (€8.0m).



# UK Market <sup>(1)</sup> Performance – Slate Q1 2014 versus Q1 2013

Q1 2014 - UK & Ireland	GBOR (£m)	3D
The Hobbit: The Desolation Of Smaug	42.9	Yes
Frozen	38.6	Yes
The Lego Movie	23.4	Yes
The Wolf Of Wall Street	21.3	No
12 Years A Slave	18.1	No
<b>Total Top 5</b>	<b>144.3</b>	<b>3</b>
<b>Total Market <sup>(1)</sup></b>	<b>333.8</b>	
<i>Top 5 as a % of total market <sup>(1)</sup></i>	<i>43.2%</i>	

Q1 2013 - UK & Ireland	GBOR (£m)	3D
Hobbit: An Unexpected Journey, The	52.3	Yes
Les Miserables	38.4	No
Life Of Pi	29.3	Yes
Wreck-It Ralph	19.1	Yes
Django Unchained	14.8	No
<b>Total Top 5</b>	<b>153.9</b>	<b>3</b>
<b>Total Market <sup>(1)</sup></b>	<b>327.5</b>	
<i>Top 5 as a % of total market <sup>(1)</sup></i>	<i>47.0%</i>	

## UK & Ireland

- Total Market GBOR increased 1.9% from £327.5m in Q1 2013 to £333.8m in Q1 2014.
- Top five titles in Q1 2014 generated £144.3m market GBOR, £9.6m (6.2%) less than the prior year period primarily due to the top grossing film in Q1 2014; the second instalment of the Hobbit (The Desolation of Smaug) grossing £9.4m less than the first (An Unexpected Journey) in Q1 2013.
- Q1 2014 benefited from Oscar Best Film Award winner 12 Years A Slave opening and playing throughout the quarter.
- The 2<sup>nd</sup> and 3<sup>rd</sup> largest grossing films in Q1 2014 were family orientated 3D films whereas in Q1 2013 there was only one similar film in the Top 5, Wreck-it Ralph at No 4.
- The reduction in GBOR of the top five films was partially offset by an increase from films outside the top five (including The Hunger Games: Catching Fire, Anchorman 2: The Legend Continues and American Hustle) accounting for a greater proportion of Total Market GBOR (56.8% in 2014 versus 53.0% in 2013).
- Three of the top five titles were released in 3D for both Q1 2014 and Q1 2013.

### Notes

1. Market data for the UK includes both the UK & Ireland as per IBOE.com Rentrak. This data therefore does not reconcile to UK market data listed on slide 7, the difference being Ireland.
2. UK market data: Q1 2014, the 13 weeks ended 27 February 2014; Q1 2013, the 13 weeks ended 28 February 2013

# Germany Market Performance – Slate Q1 2014 versus Q1 2013

Q1 2014 - Germany	GBOR (€m)	3D	Local
The Hobbit: The Desolation Of Smaug	63.4	Yes	No
Frozen	31.7	Yes	No
Medicus, Der	30.5	No	Yes
Fack Ju Göhte	24.1	No	Yes
The Wolf Of Wall Street	20.6	No	No
<b>Total Top 5</b>	<b>170.4</b>	<b>2</b>	<b>2</b>
<b>Total Market</b>	<b>301.1</b>		
<i>Top 5 as a % of total market</i>	<i>56.6%</i>		

Q1 2013 - Germany	GBOR (€m)	3D	Local
The Hobbit: An Unexpected Journey	66.7	Yes	No
Django Unchained	32.5	No	No
Life of Pi	20.1	Yes	No
Der Schlussmacher	16.9	No	Yes
Kokowääh 2	13.1	No	Yes
<b>Total Top 5</b>	<b>149.3</b>	<b>2</b>	<b>2</b>
<b>Total Market</b>	<b>295.3</b>		
<i>Top 5 as a % of total market</i>	<i>50.5%</i>		

## Germany

- Total Market GBOR increased 2.0% from €295.3m in Q1 2013 to €301.1m in Q1 2014.
- Top five titles in Q1 2014 generated €170.4m market GBOR, 14.1% more than the prior year period primarily due to the strong performance of local films Der Medicus and Fack ju Göhte in Q1 2014.
- Der Medicus grossed €30.5m and Fack ju Göhte grossed €24.1m in Q1 2014, both exceeding market expectations and over performing the two local product titles in the top five in Q1 2014, Der Schlussmacher and Kokowääh 2 which grossed €16.9m and €13.1m respectively.
- Two of the top five titles were released in 3D in both Q1 2014 and Q1 2013, with two local content titles in each period.
- Titles outside the top 5 accounted for a lower proportion of Total Market GBOR in Q1 2014 (43.4% in 2014 versus 49.5% in 2013); with a further three local content films in the top ten; Vaterfreuden, Fünf Freunde 3 and Buddy.

### Notes

1. Germany market data: Q1 2014 1 December 2013 to 28 February 2014; Q1 2013 1 December 2012 to 28 February 2013

# Poland Market Performance – Slate Q1 2014 versus Q1 2013

Q1 2014 - Poland	GBOR (złm)	3D	Local
The Hobbit: The Desolation Of Smaug	39.4	Yes	No
Jack Strong	18.5	No	Yes
The Wolf Of Wall Street	17.2	No	No
Frozen	16.6	Yes	No
Pod Mocnym Aniołem	16.1	No	Yes
<b>Total Top 5</b>	<b>107.9</b>	<b>2</b>	<b>2</b>
<b>Total Market</b>	<b>234.4</b>		
<i>Top 5 as a % of total market</i>	<i>46.0%</i>		

Q1 2013 - Poland	GBOR (złm)	3D	Local
The Hobbit: An Unexpected Journey	41.9	Yes	No
Drogowka	17.1	No	Yes
Sep	10.5	No	Yes
Zambezia	9.2	Yes	No
The Impossible	9.0	No	No
<b>Total Top 5</b>	<b>87.7</b>	<b>2</b>	<b>2</b>
<b>Total Market</b>	<b>208.7</b>		
<i>Top 5 as a % of total market</i>	<i>42.0%</i>		

## Poland

- Total Market GBOR increased 12.3% from zł 208.7m in Q1 2013 to zł 234.4m in Q1 2014.
- Top five titles in Q1 2014 generated zł 107.9m market GBOR, 23.0% up on the prior year period due a stronger overall slate and despite Academy Awards nominated films producing disappointing results with The Wolf of Wall Street as the only one attracting significant admissions.
- The second instalment of The Hobbit (The Desolation of Smaug) grossed zł 39.4m in Q1 2014, compared to zł 41.9m for the first (An Unexpected Journey) in Q1 2013. Jack Strong grossed zł 18.5m and Pod Mocnym Aniołem grossed zł 16.1m overperforming the two local product titles in the top five in Q1 2013 Drogowka and Sep which grossed zł 17.1m and zł 10.5m respectively.
- Two of the top five titles were released in 3D in both Q1 2014 and Q1 2013 with both current and prior year quarters having two local content titles in the top five.
- Titles outside the top 5 accounted for a lower proportion of Total Market GBOR in Q1 2014 (54.0% in 2014 versus 58.0% in 2013); strong performers included Wkreceni (local content) and The LEGO Movie.

### Notes

1. Poland market data: Q1 2014, the 13 weeks ended 06 March 2014; Q1 2013, the 13 weeks ended 7 March 2013

# Market Share

	Q1 2014	Q1 2013	Variance to Q1 2013
UK Market GBOR (£m) <sup>(3)</sup>	309.5	304.0	1.8% ↑
Germany Market GBOR (£m) <sup>(2, 4)</sup>	248.5	247.8	0.3% ↑
Poland Market GBOR (£m) <sup>(2, 5)</sup>	46.2	42.6	8.5% ↑
<b>Major Territories Total Market GBOR <sup>(1)</sup> (£m)</b>	<b>604.3</b>	<b>594.3</b>	<b>1.7% ↑</b>
<b>Vue Major Territories GBOR <sup>(2)</sup> (£m)</b>	<b>116.1</b>	<b>118.3</b>	<b>(1.9%) ↓</b>
<b>Vue Major Territories GBOR Market Share (%)</b>	<b>19.2%</b>	<b>19.9%</b>	<b>(0.7ppt) ↓</b>

- In Q1 2014, Major Territories Total Market GBOR increased 1.7% to £604.3m, compared to Vue Major Territories GBOR decrease of 1.9% to £116.1m resulting in a market share decrease of 0.7ppt to 19.2% - unchanged from Q4 2013.
- GBOR market share decline in Q1 2014 was driven by a reduction in Vue Admissions of 0.6m, 3.2% compared to prior year. Factors which contributed to this reduction include:
  - The disposal of five Apollo sites in the UK and one site in Germany in 2013, accounting for 0.3m of admissions decline in Q1;
  - Limited number of UK sites impacted by competition;
  - Stronger performance by independent sector in Q1 2014 as a result of relative success of “Oscar/BAFTA” nominated films; and,
  - Outperformance of the market by Vue in Q1 2013 on high grossing films such as Django Unchained and Life of Pi.

## Notes

1. Vue Major Territories GBOR: Aggregate Vue UK GBOR (excluding Ireland, Taiwan and Portugal), CinemaxX GBOR (excluding Denmark) and Multikino (excluding Latvia and Lithuania).
2. FX rates: € to £ average exchange rates are: 0.8245 Q1 2014; 0.8245 YTD 2014; 0.8413 Q1 2013 and 0.8413 YTD 2013. PLN to £ average exchange rates are: 0.1971 Q1 2014; 0.1971 YTD 2014; 0.2031 Q1 2013 and 0.2031 YTD 2013.
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## Financial Information – Turnover

	Q1 2014	Q1 2013	Variance to Q1 2013
BOR (£m) <sup>(1)</sup>	110.0	112.2	(1.9%) ↓
Concessions revenue (£m) <sup>(1)</sup>	35.8	35.5	0.8% ↑
Screen advertising and other revenue (£m) <sup>(1)</sup>	19.4	19.3	0.7% ↑
<b>Group Turnover (£m) <sup>(1)</sup></b>	<b>165.1</b>	<b>166.9</b>	<b>(1.1%) ↓</b>
Admissions (m) <sup>(2)</sup>	17.8	18.4	(3.2%) ↓
ATP (£) <sup>(3)</sup>	6.16	6.08	1.3% ↑
SPP (£) <sup>(4)</sup>	2.00	1.92	4.1% ↑
Total revenue per person (£) <sup>(5)</sup>	9.25	9.05	2.2% ↑

- Group Turnover at £165.1m, decreased by £1.8m, 1.1% in Q1 2014 as a result of lower admissions compared to Q1 2013, partially offset by higher revenue per person (+2.2%).
- Vue Admissions were 0.6m, 3.2% below prior year in Q1 2014.
- ATP and SPP increased by 8p (+1.3%) and 8p (+4.1%) respectively in Q1 2014 due to continued targeted pricing initiatives across territories.
- Screen advertising and other revenue increased by £0.1m, 0.7% to £19.4m in Q1 2014.

### Notes

1. FX rates: € to £ and zł to £ exchange rates are month end reported exchange rate as per Agresso reporting system.
2. Includes paid and unpaid admissions in the period.
3. Calculated as total BOR in the period (net of VAT), divided by total admissions in the period.
4. Calculated as total concession revenue for the period (net of VAT) divided by total admissions in the period.
5. Calculated as total turnover for the period (net of VAT) divided by total admissions in the period.

## Financial Information – Margin and Costs

	Q1 2014	Q1 2013	Variance to Q1 2013
<b>Turnover (£m)</b>	<b>165.1</b>	<b>166.9</b>	<b>(1.1%) ↓</b>
<b>Gross profit (£m)</b>	<b>102.2</b>	<b>101.7</b>	<b>0.5% ↑</b>
<i>Gross profit %</i>	<i>61.9%</i>	<i>60.9%</i>	<i>0.9ppt ↑</i>
<b>Administrative expenses (£m)</b>	<b>(41.2)</b>	<b>(39.9)</b>	<b>(3.2%) ↓</b>
<i>Administrative expenses as % of revenue</i>	<i>25.0%</i>	<i>23.9%</i>	<i>(1.0ppt) ↓</i>
<b>Rent (£m)</b>	<b>(25.6)</b>	<b>(25.5)</b>	<b>(0.3%) ↓</b>
<i>Rent as % of revenue</i>	<i>15.5%</i>	<i>15.3%</i>	<i>(0.2ppt) ↓</i>
<b>Consolidated EBITDA (£m)</b>	<b>35.4</b>	<b>36.2</b>	<b>(2.4%) ↓</b>
<i>Consolidated EBITDA %</i>	<i>21.4%</i>	<i>21.7%</i>	<i>(0.3ppt) ↓</i>

- Consolidated EBITDA of £35.4m, was our second highest quarter ever only £0.8m, 2.4% down on Q1 2013
- An improvement in gross margin partially offset a reduction in turnover and higher administrative expenses.
- Gross margin increased 0.9ppt to 61.9% in Q1 2014 as a result of improved film margins.
- Administrative expenses increased £1.3m, 3.2% to £41.2m, in Q1 2014 with investment in new technology leases and new sites increasing property related costs.
- Rent increased £0.1m, 0.3% to £25.6m, in Q1 2014 due to new site openings combined with the impact of rent reviews largely offset by reduced turnover rent and site disposals.

# Financial Information – Cash flow and Capital structure

	Q1 2014	YTD 2014
<b>Consolidated EBITDA</b>	<b>35.4</b>	<b>35.4</b>
Working capital <sup>(1)</sup>	3.2	3.2
Capital expenditure	(8.4)	(8.4)
Tax and other (including non-cash adjustments)	(1.8)	(1.8)
<b>Operating cash flow</b>	<b>28.3</b>	<b>28.3</b>
<i>EBITDA to operating cash flow conversion %</i>	<i>80.2%</i>	<i>80.2%</i>

## Cash flow

- Trading working capital inflows of £3.2m in Q1 2014 reflects seasonal movement
- The majority of capital expenditure in Q1 2014 is due to new sites.
- Operating cash flow in Q1 2014 was £28.3m and operating cash flow conversion was 80.2%.

	27 February 2014	28 November 2013	Variance to 28 November 2013
<b>Total external debt net of fees (£m)</b>	<b>(547.5)</b>	<b>(535.6)</b>	<b>(2.2%) ↓</b>
<i>Gross leverage (x)</i>	<i>5.7x</i>	<i>5.6x</i>	<i>(3.2%) ↓</i>
Unrestricted cash and cash equivalents (£m) <sup>(1)</sup>	28.4	11.8	<b>139.8% ↑</b>
<b>Total external net debt (£m)</b>	<b>(519.2)</b>	<b>(523.8)</b>	<b>0.9% ↑</b>
<i>Net leverage (x)</i>	<i>5.4x</i>	<i>5.4x</i>	<i>(0.0%) ↓</i>
<b>LTM Pro Forma Consolidated EBITDA</b>	<b>95.4</b>	<b>96.3</b>	<b>0.9% ↓</b>

## Capital Structure

- As at 27 February 2014, total external net debt was £(519.2)m comprising external debt (net of fees) of £(547.5)m and unrestricted cash and cash equivalents of £28.4m<sup>(2)</sup>,
- Net leverage as at 27 February 2014 was 5.4x Consolidated EBITDA, in line with Q4 2013.

### Notes

1. Pro forma trading working capital.

2. Unrestricted cash and cash equivalents excludes £36.2m relating to cash (capital and accrued interest) to repay OMERS/ AIMCo bridge loan and also excludes restricted cash of £4.3m, relating to rental deposits held in relation to some of the Group's cinema sites.



# Highlights and Recent Developments

- New sites opened by Vue in Q1 2014
  - We opened a new site in the UK:
    - Gateshead opened on 20 December 2013 with 9 screens (including one Xtreme Screen) and 1,299 seats
  - We opened a new site in Poland:
    - Katowice opened on 20 December 2013 with 10 screens (including one Xtreme Screen) and 1,476 seats
  
- Additional screens in the UK
  - We continued our Revenue Enhancing Capital Expenditure programme by adding an additional screen in the existing footprint of Vue Finchley North in Q1 2014 (further to the 1 additional screen already added to the site in Q4 2013).
  
- Ticket deal with Lloyds Bank
  - This is the largest single company ticket deal agreed in our industry in the UK and Vue has been chosen as the exclusive cinema partner for Lloyds Bank. This was a much sought after contract in the highly competitive Corporate Sales arena
  - Initial 'soft' launch of the new Lloyds Bank Current Account offer, which is called 'Club Lloyds'. Main advertising starts in early Qtr 3.
  - We expect it to help drive incremental admissions in the UK with the first tickets starting to appear at cinemas in the early summer.
  
- Investment in the Vista Voucher module and planned installation of barcode readers for all tills across the circuit.
  - Both of these items will have additional benefits in future when it comes to tracking customer take-up and redemptions from future promotions and offers.
  
- With respect to Vue's acquisition of CinemaxX, BaFin, the German regulatory authority, has confirmed that Vue has been released from any obligation to make a mandatory offer to acquire the outstanding shares previously held by minority shareholders. A convenience translation of the BaFin ruling together with the legally binding German language version is available on the Vue investor relations website.

# Current Trading

- Easter Holidays
  - These are in late April 2014 (Easter Monday is April 21<sup>st</sup> vs. April 1<sup>st</sup> 2013) and as such this leads to a different phasing of film releases and admissions across Q2 2014 vs. Q2 2013.
  
- UK & Ireland Market
  - Admissions in March 2014 as expected are below prior year, partly driven by a weak slate and partly by the Easter school holidays falling partially in March 2013 as described above.
  - The top grossing films for March 2014 were Non-Stop (£9.0m), The Grand Budapest Hotel (£8.5m), The LEGO Movie (8.3m) and Captain America: The Winter Soldier (£8.2m)
  - April will benefit from titles such as Rio 2 and The Amazing Spider-Man 2 released for the Easter school holidays
  
- German Market
  - Admissions in March 2014 were 7.8% down on prior year as part of the Easter school holidays fell in March in 2013 as described above.
  - The top grossing films for March 2014 were 300: Rise Of The Empire (€8.9m), Non-Stop (€6.5m) and local title Stromberg - Der Film (€6.0m).
  - April 2014 will benefit from the full period of the Easter school holidays and the opening of The LEGO Movie which has already opened in the UK and Poland during Q1 2014.
  
- Polish Market
  - Admissions for the March Top 10 films in the Polish market are estimated at ca 2.2m compared to 2.7m for the Top 10 in February. The market weakness is attributable to the lack of a blockbusters in the slate together with record breaking March temperatures.
  - April is likely to be the lowest performing month in 2014 with Easter being a very low cinema season in Poland.

# Film Slate – Q2 2014

Q2 2014 - Key International Titles		3D
<b>Mar-14</b>	Non-Stop	
	The Grand Budapest Hotel	
	Captain America: The Winter Soldier	Y
	Muppets Most Wanted	
<b>Apr-14</b>	Rio 2	Y
	The Amazing Spider-Man 2	Y
	Noah	
<b>May-14</b>	Godzilla	Y
	X-Men: Days Of Future Past	Y

Q2 2013 - Key International Titles		3D
<b>Mar-13</b>	The Croods	Y
	Oz: The Great And Powerful	Y
<b>Apr-13</b>	Iron Man 3	Y
	Oblivion	
<b>May-13</b>	Star Trek Into Darkness	Y
	Fast & Furious 6	
	The Great Gatsby	Y
	The Hangover Part III	

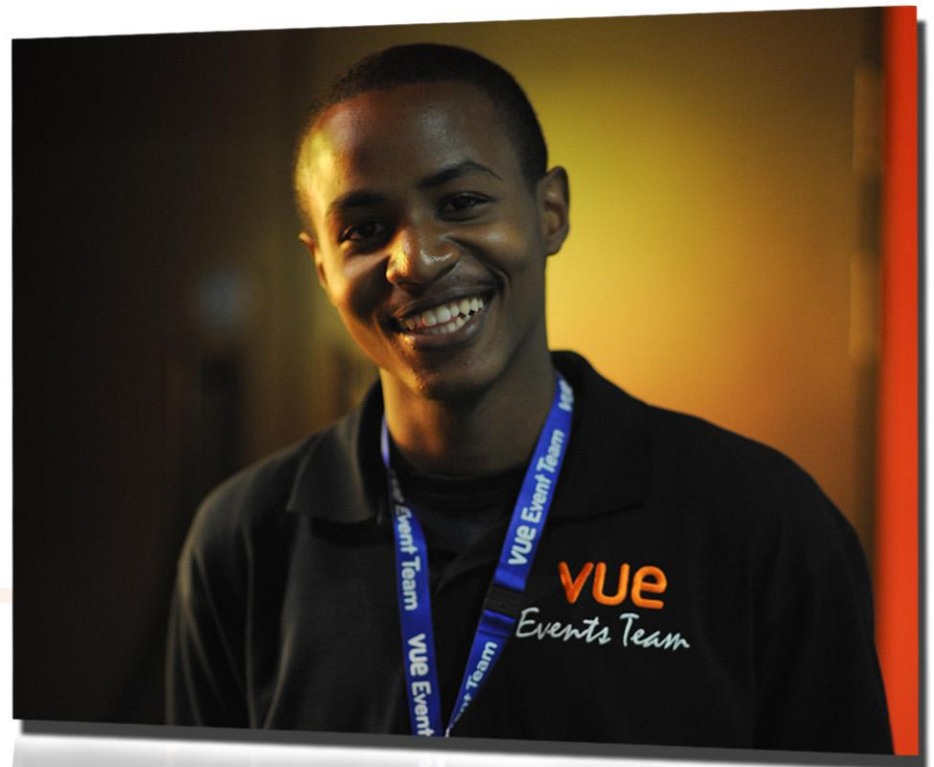
Q2 2014 - Key Local Content Titles		3D
<b>Germany</b>		
<b>Mar-14</b>	Stromberg - Der Film	
	Bibi und Tina - Der Film	
<b>Apr-14</b>	Miss Sixty	
<b>Poland</b>		
<b>Mar-14</b>	Kamienie Na Szaniec	
<b>Apr-14</b>	Kochanie, Chyba Cię Zabitem	
<b>May-14</b>	Powstanie Warszawskie	
<b>May-14</b>	Karuzela	

Q2 2013 - Key Local Content Titles		3D
<b>Germany</b>		
<b>Mar-13</b>	Kokowääh 2	
<b>Mar-13</b>	3096 Tage	
<b>May-13</b>	Hanni & Nanni 3	
<b>Poland</b>		
<b>Mar-13</b>	Syberiada Polska	
<b>Mar-13</b>	Drogowka	
<b>Apr-13</b>	Uklad Zamkniety	
<b>May-13</b>	Oszukane	

- The film slate for May 2014 appears to lack the strength and depth of the May 2013 slate when Star Trek, Fast & Furious 6 and Hangover III all performed well. X-Men does have a good track record however, Godzilla (Dir. Gareth Edwards – Monsters) is an unknown entity in terms of its box office appeal. The local films in Germany & Poland are solid performers with no expected break out hits in the line-up

# vue

Q&A



# Financial Calendar

## March

M	T	W	T	F	S	S
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

## April

M	T	W	T	F	S	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

## May

M	T	W	T	F	S	S
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

## June

M	T	W	T	F	S	S
					1	
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

## July

M	T	W	T	F	S	S
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

## August

M	T	W	T	F	S	S
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

Confirmed Dates
  Provisional Dates

23 April 2014

Q1 2014 Bondholder Report released and Investor Call (2pm – see Quarterly Report for dial-in details)

23 July 2014

Q2 2014 Bondholder Report released and Investor Call (2pm – see Quarterly Report for dial-in details)