

# Noteholder presentation Q4 2013 26 March 2014



#### Important information



#### 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 28 November 2013 ("Q4 2013"), released on Wednesday 26 March 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 audited consolidated financial statements or in the Bidco financial statements prepared in accordance with the Vougeot Bidco plc Indenture dated 18 July 2013 ("Bidco as Acquired"). The audited consolidated financial statements for Bidco for the period ended 28 November 2013 are available on Vue Investor Relations website.

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 report 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 Financial information of Multikino S.A. ("Multikino"), 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. This Report therefore differs from the Q3 2013 Report in that the results of Multikino and view been reflected in the Offering Memorandum as financial and operating data for Apollo has been included prior to its acquisition on 10 May 2012, and, as part of a detailed remapping exercise during the CinemaxX and Multikino integrations, a number of reclassifications have been made between various lines within the income statement as compared to the Offering Memorandum.

#### 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," "twould," "will," and other similar expressions. These statements are not guarantees of performance or results. Many factors could affect our actual financial results or 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**



#### Today's Speakers



Tim Richards CEO



Alan McNair CFO and Deputy CEO



Steve Knibbs COO

### Vue at a Glance as of 28 November 2013





| As at 28 November 2013                 | UK & Ireland | Germany & Denmark | Poland & Baltics <sup>(1)</sup> | Other <sup>(2)</sup> | Group |
|--|--------------|-------------------|---------------------------------|----------------------|-------|
| Sites                                  | 82           | 33                | 32                              | 2                    | 149   |
| Multiplex % <sup>(3)</sup>             | 98.8%        | 97.0%             | 93.8%                           | 100.0%               | 97.3% |
| Screens                                | 780          | 285               | 258                             | 25                   | 1,348 |
| % of screens with 100% stadium seating | 95.0%        | 99.6%             | 100.0%                          | 100.0%               | 97.0% |

### **Results Highlights**



#### FY 2013 (Dec-12 to Nov-13)

- Major Territories Market GBOR decreased by 0.1%.
- Vue Major Territories GBOR decreased by 0.1% to £398.4m with market share remaining flat at 19.8%.
- Group Turnover grew £6.3m (1.1%) to £571.1m.
  Increased ATP (8.3%) and SPP (5.2%) more than offset a reduction in admissions.
- Consolidated EBITDA increased £1.8m (1.9%) to £96.3m due to higher revenue.

#### Q4 2013

- Q4 2013 performance is measured against a strong prior year comparator including Skyfall, the highest grossing title of all time in the UK.
- Major Territories GBOR (17.0)%, Vue Major Territories GBOR (21.0)%, market share (1.0)ppt, Group Turnover (16.7)% and Group Consolidated EBITDA (16.1)% all below prior year.
- Major Territories market share decline was a function of market conditions (lack of blockbusters, from which Vue benefits disproportionately), the disposal of five Apollo sites in the UK and admissions impact of strategic pricing initiatives.

|   | FY 2013 | FY 2012 | Variance<br>FY 2012 |   |
|---|---------|---------|---------------------|---|
| Major Territories Total Market GBOR <sup>(1)</sup> (£m) | 2,010.0 | 2,012.2 | (0.1%)              | ÷ |
| Vue Major Territories GBOR <sup>(2)</sup> (£m)          | 398.4   | 399.0   | (0.1%)              | ÷ |
| Vue Major Territories GBOR market share (%)             | 19.8%   | 19.8%   | (0.0ppt)            | ÷ |
|   |         |         |                     |   |
| Vue Group Turnover <sup>(3)</sup> (£m)                  | 571.1   | 564.8   | 1.1%                |   |
| Vue Group Consolidated EBITDA <sup>(4)</sup> (£m)       | 96.3    | 94.5    | 1.9%                |   |
|   |         |         |                     |   |
| Vue Group Admissions <sup>(5)</sup> (m)                 | 62.1    | 66.8    | (7.1%)              | ÷ |
| Vue Group ATP $^{(6)}$ (£)                              | 6.07    | 5.60    | 8.3%                |   |

|   | Q4 2013 | Q4 2012 | Variance<br>Q4 2012 |   |
|---|---------|---------|---------------------|---|
| Major Territories Total Market GBOR <sup>(1)</sup> (£m) | 456.2   | 549.3   | (17.0%)             | ₽ |
| Vue Major Territories GBOR <sup>(2)</sup> (£m)          | 87.5    | 110.8   | (21.0%)             | ₽ |
| Vue Major Territories GBOR market share (%)             | 19.2%   | 20.2%   | (1.0ppt)            | ₽ |
|   |         |         |                     |   |
| Vue Group Turnover <sup>(3)</sup> (£m)                  | 130.8   | 157.0   | (16.7%)             | ₽ |
| Vue Group Consolidated EBITDA <sup>(4)</sup> (£m)       | 20.1    | 29.1    | (30.8%)             | ₽ |
|   |         |         |                     |   |
| Vue Group Admissions <sup>(5)</sup> (m)                 | 13.8    | 18.0    | (23.0%)             | ₽ |
| Vue Group ATP $^{(6)}$ (£)                              | 6.01    | 5.77    | 4.2%                | 倉 |

#### Notes

- 2. Vue Major Territories GBOR: Aggregate Vue UK GBOR (excluding Ireland, Taiwan and Portugal), CinemaxX 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. FX rates: € to £ and zł to £ exchange rates are month end reported exchange rate as per Agresso reporting system.

8. UK financial and market data: Q4 2013, the 13 weeks ended 28 November 2013; FY 2013, the 52 weeks ended 28 November 2013; Q4 2012, the 14 weeks ended 29 November 2012; FY 2012, the 53 weeks ended 29 November 2012.

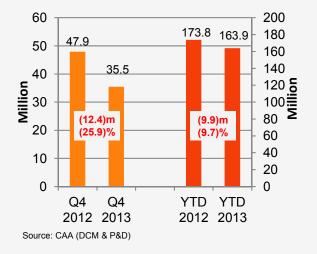
9. Germany market data: Q4 2013 1 September 2013 to 30 November 2013; FY 2013 1 December 2012 to 30 November 2013; Q4 2012 1 September 2012 to 30 November 2012; FY 2012 1 December 2011 to 30 November 2012.

10. Poland market data: Q4 2013, the 13 weeks ended 05 December 2013; FY 2013, the 52 weeks ended 05 December 2013; Q4 2012, the 13 weeks ended 06 December 2012; FY 2012, the 53 weeks ended 06 December 2012.

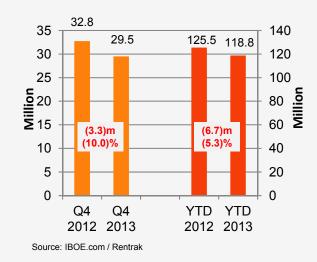
<sup>1.</sup> Major Territories Total Market GBOR: Aggregate Total Market GBOR for the UK, Germany and Poland, for the defined period.

### **Market Performance – Admissions and GBOR**





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



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

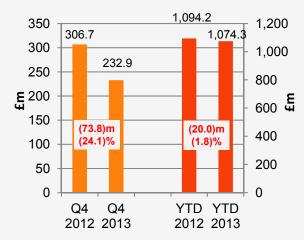


Poland GBOR (złm)

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

UK GBOR (£m)





Source: IBOE.com / Rentrak

300 1,200 253.3 228.0 957.1 949.7 250 1,000 200 800 **5 5** 600 **Ę** (25.3)m (7.4)m 100 400 (10.0)% (0.8)% 50 200 0 0 Q4 Q4 YTD YTD 2012 2013 2012 2013

Source: IBOE.com / Rentrak



Source: Boxoffice.pl

## Market Performance – Q4 2013 GBOR Monthly Phasing

#### 111.8 120 100 180 88.3 104.6 160.3 160 100 80 70.8 140 82.5 80 120 70.3 53.6 53.4 60 52.2 59.0 ε 100 E £ 60 53.0 75.673.1 70.8 68.5 Ż 80 40 35.1 40 60 40 20 20 20 0 0 0 September October November September October November September October November Q4 2012 Q4 2013 Q4 2012 Q4 2013 Q4 2012 Q4 2013

Source: IBOE.com / Rentrak

Germany Q4 2013 GBOR monthly phasing

Source: Boxoffice.pl

GBOR was lower than the prior year in each month of Q4 2013 across all Major Territories:

#### September

Source: IBOE.com / Rentrak

UK Q4 2013 GBOR monthly phasing

- UK: Long, hot summer negatively impacted admissions; the worst September since 2008 despite comparable slate to 2012;
- Poland: Impacted by weak slate with the top three titles from September 2012 (including Jestes Bogiem GBOR zł 18.1m) each outperforming the top title in September 2013 (Riddick GBOR zł 3.5m).
- October
  - Germany: In 2012, Madagascar 3 (€25.6m) grossed €15.3m more than Gravity, the top performing title in October 2013, accounting for the entire total market variance.
- November
  - In November 2012 Skyfall became the highest grossing title of all time in the UK (£91.4m) with £70.4m more in BOR than Gravity (£21.0m), the top title in 2013.
  - Germany: Impact of Skyfall in 2012 was lower (45.8% of market vs. 53.4% in UK). In addition, 2013 performance was driven by Fack ju Göhte, the most successful German film of the year which significantly exceeded market expectations.
  - In Poland, performance was impacted by a weak local slate.

#### Poland Q4 2013 GBOR monthly phasing

### UK Market<sup>(1)</sup> Performance – Slate Q4 2013 versus Q4 2012

| Q4 2013 - UK & Ireland                      | GBOR<br>(£m) | 3D  |
|---|--------------|-----|
| Gravity                                     | 21.0         | Yes |
| Thor: The Dark World                        | 19.1         | Yes |
| The Hunger Games: Catching Fire             | 16.2         | No  |
| Captain Phillips                            | 15.4         | No  |
| Cloudy with a Chance of Meatballs 2         | 11.6         | Yes |
| Total Top 5                                 | 83.3         | 3   |
| Total Market <sup>(1)</sup>                 | 252.0        |     |
| Top 5 as a % of total market <sup>(1)</sup> | 33.1%        |     |

| Q4 2012 - UK & Ireland                      | GBOR<br>(£m) | 3D  |
|---|--------------|-----|
| Skyfall                                     | 91.4         | No  |
| Twilight Saga: Breaking Dawn - Part 2       | 29.2         | No  |
| Taken 2                                     | 23.5         | No  |
| Madagascar 3: Europe's Most Wanted          | 21.5         | Yes |
| Brave                                       | 11.2         | Yes |
| Total Top 5                                 | 176.8        | 2   |
| Total Market <sup>(1)</sup>                 | 332.4        |     |
| Top 5 as a % of total market <sup>(1)</sup> | 53.2%        |     |

#### **UK & Ireland**

- Total Market GBOR decreased 24.2% from £332.4m in Q4 2012 to £252.0m in Q4 2013.
- The top grossing film, Gravity, generated £21.0m of market GBOR, underperforming the equivalent title in Q4 2012, Skyfall by £70.4m. Skyfall was the most successful UK release of all time.
- Gravity also underperformed each of the top four titles in Q4 2012, and titles outside the top five (including Turbo, Rush and Philomena) accounted for a greater proportion of Total Market GBOR (66.9% in 2013 versus 46.8% in 2012).
- Three of the top five titles in Q4 2013 were released in 3D compared to two in Q4 2012.
- The UK also had one less week of trading in Q4 2013 (13 week period versus a 14 week period in Q4 2012).

## Germany Market Performance – Slate Q4 2013 versus Q4 2012

| Q4 2013 - Germany               | GBOR<br>(€m) | 3D  | Local |
|---------------------------------|--------------|-----|-------|
| Fack ju Göhte                   | 27.8         | No  | Yes   |
| The Hunger Games: Catching Fire | 16.6         | No  | No    |
| Thor - The Dark Kingdom         | 14.5         | Yes | No    |
| Gravity                         | 12.4         | Yes | No    |
| White House Down                | 9.4          | No  | No    |
| Total Top 5                     | 80.6         | 2   | 1     |
| Total Market                    | 228.0        |     |       |
| Top 5 as a % of total market    | 35.4%        |     |       |

| Q4 2012 - Germany                     | GBOR<br>(€m) | 3D  | Local |
|---------------------------------------|--------------|-----|-------|
| Skyfall                               | 51.5         | No  | No    |
| Madagascar 3: Europe's Most Wanted    | 29.3         | Yes | No    |
| Twilight Saga: Breaking Dawn - Part 2 | 14.8         | No  | No    |
| Step Up Miami Heat                    | 8.6          | Yes | No    |
| Taken 2                               | 8.1          | No  | No    |
| Total Top 5                           | 112.4        | 2   | 0     |
| Total Market                          | 253.3        |     |       |
| Top 5 as a % of total market          | 44.4%        |     |       |

#### Germany

- □ Total Market GBOR decreased 10.0% from €253.3m in Q4 2012 to €228.0m in Q4 2013.
- □ Top five titles in Q4 2013 generated €80.6m GBOR, 28.3% less than the prior year period primarily due to the outperformance of Skyfall in Q4 2012, offset by the success of Fack ju Göhte in Q4 2013, the most successful German film of the year.
- □ Fack ju Göhte grossed €27.8m in Q4 2013, significantly exceeding market expectations but underperforming both the equivalent and second highest grossing title in Q4 2012, Skyfall and Madagascar 3, by €23.7m (46.0%) and €1.5m (5.1%), respectively.
- Two of the top five titles were released in 3D in both Q4 2013 and Q4 2012, with one local content title in Q4 2013 compared to none in Q4 2012.
- Titles outside the top 5 accounted for a greater proportion of Total Market GBOR in Q4 2013 (64.6% in 2013 versus 55.6% in 2012); strong performing titles included local content, Frau Ella, in addition to We're the Millers and Cloudy with a Chance of Meatballs 2.

### Poland Market Performance – Slate Q4 2013 versus Q4 2012

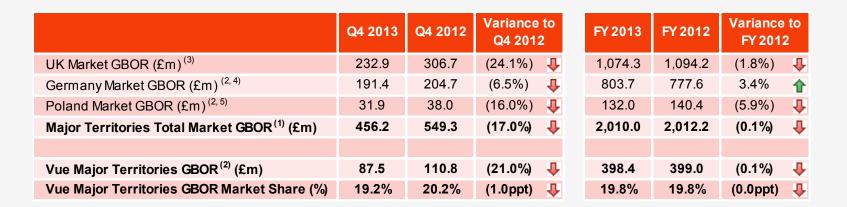
| Q4 2013 - Poland                | GBOR<br>(złm) | 3D  | Local |
|---------------------------------|---------------|-----|-------|
| Walesa                          | 15.0          | No  | Yes   |
| Gravity                         | 11.6          | Yes | No    |
| Thor: The Dark World            | 8.9           | Yes | No    |
| The Hunger Games: Catching Fire | 8.0           | No  | No    |
| Turbo                           | 6.9           | Yes | No    |
| Total Top 5                     | 50.5          | 3   | 1     |
| Total Market                    | 159.2         |     |       |
| Top 5 as a % of total market    | 31.7%         |     |       |

| Q4 2012 - Poland                            | GBOR<br>(złm) | 3D  | Local |
|---|---------------|-----|-------|
| Skyfall                                     | 29.0          | No  | No    |
| Jestes Bogiem                               | 25.0          | No  | Yes   |
| Breaking Dawn - Part 2                      | 16.2          | No  | No    |
| Ted   | 7.5           | No  | No    |
| Asterix et Obelix: Au Service de Sa Majeste | 7.5           | Yes | No    |
| Total Top 5                                 | 85.3          | 1   | 1     |
| Total Market                                | 194.0         |     |       |
| Top 5 as a % of total market                | 44.0%         |     |       |

#### Poland

- Total Market GBOR decreased 17.9% from zł 194.0m in Q4 2012 to zł 159.2m in Q4 2013.
- Top five titles in Q4 2013 generated zł 50.5m GBOR, 40.8% down on the prior year period primarily due the performance of Skyfall and Jestes Bogiem, two of the top performing titles of FY 2012. Jestes Bogiem was also the top performing local content title of the year.
- The top performing title in Q4 2013, Walesa, grossed zł 15.0m, performing below market expectations. The top three titles in Q4 2012 all outperformed Walesa (Skyfall + zł 14.0m, Jestes Bogiem + zł 10.0m and Breaking Dawn Part 2 + zł 1.2m). Gravity also underperformed in Poland compared to other markets.
- Three of the top five titles were released in 3D in Q4 2013 compared to one in Q4 2012 with both current and prior year quarters having one local content title in the top five.
- Titles outside the top 5 accounted for a greater proportion of Total Market GBOR in Q4 2013 (68.3% in 2013 versus 56.0% in 2012); strong performers included Moj biegun and Chce sie zyc (both local content), and Cloudy with a Chance of Meatballs 2.

## **Market Share**



- In FY 2013, Vue maintained Major Territories market share at 19.8%. Vue Major Territories GBOR decreased by 0.1% to £398.4m, in-line with Major Territories Total Market GBOR decrease of 0.1% to £2,010.0m.
- In Q4 2013, Major Territories Total Market GBOR decreased 17.0% to £456.2m, compared to Vue Major Territories GBOR decrease of 21.0% to £87.5m resulting in a market share decrease of 1.0ppt to 19.2%.
- GBOR market share decline in Q4 2013 was driven by a reduction in Vue Admissions of 4.1m (23.0)% compared to prior year:
  - Major Territories market admissions declined 19.4% in Q4 2013 (with one less trading week than Q4 2012) accounting for a majority of Vue's Q4 2013 reduction in admissions. Vue also experienced minor admissions market share decline due to:
    - The disposal of five Apollo sites in 2013, accounting for 0.7m of admissions decline in the full year and 0.2m in Q4;
    - Strategic, above-market price increases as indicated in the Q3 2013 Report;
    - Limited number of UK sites impacted by competition; and
    - A lower volume of major blockbusters, from which Vue benefits disproportionately.

Notes

2. FX rates: € to £ and zł to £ exchange rates are month end reported exchange rate as per Agresso reporting system.

3. UK financial and market data: Q4 2013, the 13 weeks ended 28 November 2013; FY 2013, the 52 weeks ended 28 November 2013; Q4 2012, the 14 weeks ended 29 November 2012; FY 2012, the 53 weeks ended 29 November 2012.

4. Germany market data: Q4 2013 1 September 2013 to 30 November 2013; FY 2013 1 December 2012 to 30 November 2013; Q4 2012 1 September 2012 to 30 November 2012; FY 2013 1 December 2012; Q4 2012 1 September 2012 to 30 November 2012; D4 2012 D September 2012 to 30 November 2012; D4 2012 D September 2012 to 30 November 2012; D4 2012 D September 2013; D4 201

5. Poland market data: Q4 2013, the 13 weeks ended 05 December 2013; FY 2013, the 52 weeks ended 05 December 2013; Q4 2012, the 13 weeks ended 06 December 2012; FY 2012, the 53 weeks ended 06 December 2012.

<sup>1.</sup> Vue Major Territories GBOR: Aggregate Vue UK GBOR (excluding Ireland, Taiwan and Portugal), CinemaxX GBOR (excluding Denmark) and Multikino (including Latvia and Lithuania).



### **Financial Information – Turnover**

|  | Q4 2013 | Q4 2012 | Variance to<br>Q4 2012 | FY 2013 | FY 2012 | Variance to<br>FY 2012 |
|--|---------|---------|------------------------|---------|---------|------------------------|
| BOR (£m) <sup>(1)</sup>                                  | 83.2    | 103.5   | (19.7%) 🦊              | 376.7   | 374.4   | 0.6% 👚                 |
| Concessions revenue (£m) <sup>(1)</sup>                  | 27.9    | 34.6    | (19.5%) 🦊              | 124.9   | 127.8   | (2.3%) 🦊               |
| Screen advertising and other revenue (£m) <sup>(1)</sup> | 19.8    | 18.8    | 5.4% 👚                 | 69.4    | 62.5    | 11.1% 👚                |
| Group Turnover (£m) <sup>(1)</sup>                       | 130.8   | 157.0   | (16.7%) 🦊              | 571.1   | 564.8   | 1.1% 👚                 |
|  |         |         |                        |         |         |                        |
| Admissions (m) <sup>(2)</sup>                            | 13.8    | 18.0    | (23.0%) 🦊              | 62.1    | 66.8    | (7.1%) 🦊               |
| ATP (£) <sup>(3)</sup>                                   | 6.01    | 5.77    | 4.2% 👚                 | 6.07    | 5.60    | 8.3% 👚                 |
| SPP (£) <sup>(4)</sup>                                   | 2.01    | 1.93    | 4.5% 👚                 | 2.01    | 1.91    | 5.2% 👚                 |
| Total revenue per person (£) <sup>(5)</sup>              | 9.45    | 8.74    | 8.2% 👚                 | 9.20    | 8.45    | 8.8% 👚                 |

- Group Turnover increased £6.3m (+1.1%) in FY 2013 driven by higher revenue per person (+8.8%), but decreased by £26.1m (16.7)% in Q4 2013 as a result of lower admissions compared to Q4 2013, partly offset by higher revenue per person (+8.2%).
- □ Vue Admissions were 4.7m (7.1)% below prior year in FY 2013 and 4.1m (23.0)% below prior year in Q4 2013.
- ATP and SPP increased by 46p (+8.3%) and 10p (+5.2%), respectively in FY 2013 and 24p (+4.2%) and 9p (+4.5%), respectively in Q4 2013 due to strategic pricing initiatives, changes in pricing structure and a beneficial 3D product mix in certain geographies.
- Screen advertising and other revenue increased by £6.9m (11.1%) to £69.4m in FY 2013 primarily due to initiatives including corporate sales.

Notes

5. Calculated as total turnover for the period (net of VAT) divided by total admissions in the period.

<sup>1.</sup> FX rates: € to £ and zł to £ exchange rates are month end reported exchange rate as per Agresso reporting system.

<sup>2.</sup> Includes paid and unpaid admissions in the period.

<sup>3.</sup> Calculated as total BOR in the period (net of VAT), divided by total admissions in the period.

<sup>4.</sup> Calculated as total concession revenue for the period (net of VAT) divided by total admissions in the period.



### **Financial Information – Margin and Costs**

|   | Q4 2013 | Q4 2012 | Variance to<br>Q4 2012 | FY 2013 | FY 2012 | Variance<br>FY 2012 |   |
|---|---------|---------|------------------------|---------|---------|---------------------|---|
| Turnover (£m)                           | 130.8   | 157.0   | (16.7%) 🦊              | 571.1   | 564.8   | 1.1%                | ♠ |
| Gross profit (£m)                       | 82.3    | 95.5    | (13.8%) 🦊              | 353.4   | 344.8   | 2.5%                | ♠ |
| Gross profit %                          | 62.9%   | 60.8%   | 2.1ppt  🛉              | 61.9%   | 61.1%   | 0.8ppt              | ♠ |
| Administrative expenses (£m)            | (37.3)  | (41.2)  | 9.5% 👚                 | (155.8) | (154.5) | (0.9%)              | ₽ |
| Administrative expenses as % of revenue | 28.5%   | 26.3%   | (2.3ppt) 🔑             | 27.3%   | 27.4%   | 0.1ppt              | ♠ |
| Rent (£m)                               | (24.9)  | (25.2)  | 1.1% 👚                 | (101.3) | (95.8)  | (5.8%)              | Ŷ |
| Rent as % of revenue                    | 19.0%   | 16.0%   | (3.0ppt) 🤑             | 17.7%   | 17.0%   | (0.8ppt)            | ₽ |
| Consolidated EBITDA (£m)                | 20.1    | 29.1    | (30.8%) 🦊              | 96.3    | 94.5    | 1.9%                | ♠ |
| Consolidated EBITDA %                   | 15.4%   | 18.6%   | (3.2ppt) 🔑             | 16.9%   | 16.7%   | 0.1ppt              | ♠ |

- Consolidated EBITDA increased by £1.8m (1.9%) to £96.3m in FY 2013. This increase was due to increased turnover and gross margin improvement, partly offset by an increase in rent as a percentage of revenue.
- Gross margin increased 0.8ppt to 61.9% in FY 2013 as a result improved film margins, partially offset by increased cost of corporate sales.
- Administrative expenses increased £1.3m (0.9)% to £155.8m in FY 2013.
- Rent increased £5.5m (5.8%) to £101.3m in FY 2013 due to new site openings combined with the impact of rent reviews. Quarter on quarter reduction was due to reduced turnover rent, site disposals and one less trading week in the quarter.
- Q4 2013 Consolidated EBITDA decreased £9.0m to £20.1m due to lower revenue and reduced leverage of fixed cost base, resulting in Consolidated EBITDA margin decline of 3.2% from 18.6% to 15.4%.

### **Financial Information – Cash flow and Capital structure**

|  | Q4 2013 | FY 2013 |
|--|---------|---------|
| Consolidated EBITDA                            | 20.1    | 96.3    |
| Working capital <sup>(1)</sup>                 | (1.6)   | (10.1)  |
| Capital expenditure                            | (4.4)   | (30.6)  |
| Tax and other (including non-cash adjustments) | (0.6)   | (1.7)   |
| Operating cash flow                            | 13.6    | 53.9    |
|  |         |         |
| EBITDA to operating cash flow conversion %     | 67.4%   | 55.9%   |

|  | 28 November<br>2013 | 29 August<br>2013 | Variance to 29<br>August 2013 |    |  |  |
|--|---------------------|-------------------|-------------------------------|----|--|--|
| Total external debt net of fees (£m)                       | (535.2)             | (548.1)           | 2.3%                          | 1  |  |  |
| Gross leverage (x)   | 5.6x                | 5.2x              | (6.8%)                        | -₽ |  |  |
| Unrestricted cash and cash equivalents (£m) <sup>(1)</sup> | 11.8                | 24.1              | (50.9%)                       | -₽ |  |  |
| Total external net debt (£m)                               | (523.4)             | (524.0)           | 0.1%                          | 1  |  |  |
| Net leverage (x)   | 5.4x                | 5.0x              | (9.2%)                        | -₽ |  |  |
|  |                     |                   |                               |    |  |  |
| LTM Pro Forma Consolidated EBITDA                          | 96.3                | 105.3             | 8.5%                          | -₽ |  |  |

#### **Cash flow**

- Working capital outflows of £1.6m in Q4 2013 reflect normal seasonal movement.
- The significant majority of capital expenditure in both Q4 and FY 2013 is due to new sites. FY 2013 capex of £30.6m was lower than our full year expectation as per the OM of less than £40m (including Multikino).
- Operating cash flow was £53.9m in FY 2013 and £13.6m in Q4 2013, reflecting the cash generative nature of the business and seasonal profile. Operating cash flow conversion was 55.9% in FY 2013.

#### **Capital Structure**

- As at 28 November 2013, total external net debt was £(523.4)m comprising external debt (net of fees) of £(535.2)m and unrestricted cash and cash equivalents of £11.8m<sup>(2)</sup>,
- Net leverage as at 28 November 2013 was 5.4x Consolidated EBITDA.

Notes 1. Estimated pro forma trading working capital.

2. Unrestricted cash and cash equivalents excludes £35.3m relating to cash (capital and accrued interest) to repay OMERS/ AIMCo bridge loan (For more information, please refer to the OM) and restricted cash of £8.4m., which includes £4.0m of rental deposits held in relation to some of the Group's cinema sites and £4.5m relating to amounts held for the purchase of the remaining minority interest in CinemaxX subsidiary.



### **Highlights and Recent Developments**

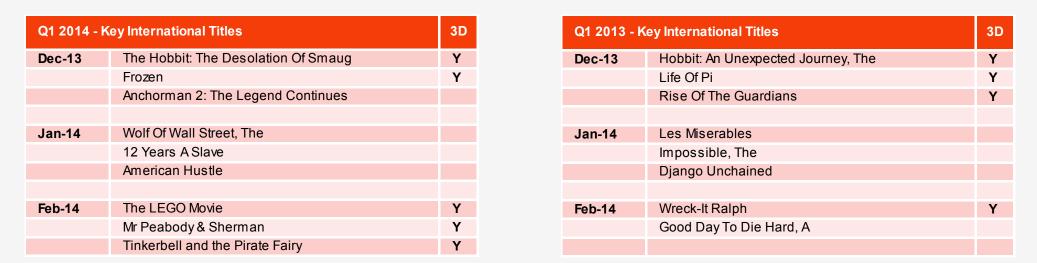
- New sites opened by Vue in Q4 2013
  - In the fourth quarter we opened two new sites in Poland:
    - Multikino Czechowice opened on 24 October 2013 with 4 screens and 661 seats (including 38 VIP seats); and
    - Multikino Lublin opened on 8 November 2013 with 8 screens and 1,219 seats (including 157 VIP seats).
- Additional screens in the UK
  - We continued our Revenue Enhancing Capital Expenditure programme by adding additional screens in the existing footprint of Vue Finchley North (2 additional screens, one completed in Q4 2013 and one in Q1 2014).
- VIP Seats
  - Premium seats have been a successful part of the Vue customer offer since 2008;
  - VIP seats are currently being trialled in 5 sites in Germany and 3 in Poland ahead of full roll-out if successful.
- Squeeze Out process to acquire the remaining ordinary shares of CinemaxX from the minority shareholders
  - Vue has now acquired 100% of the share capital of CinemaxX AG;
  - Conversion of CinemaxX AG to a GmbH company is expected by the end of April;
  - The relevant CinemaxX entities will accede to RCF and Bond by the end of May 2014.
- On 24 January 2014, it was announced that Alan McNair, Vue CFO and Co-CEO has been awarded the CineEurope 2014 "International Exhibitor of the Year", the most prestigious award in the Industry.

## **Current Trading**



- Group Flash
  - Q1 2014 EBITDA is broadly in-line with Q1 2013 (c. £36m) reflecting a strong performance by the Group given comparatively weaker product compared to Q1 2013 which included The Hobbit: An Unexpected Journey, Les Miserables and Life of Pi, in addition to Skyfall and Twilight: Breaking Dawn – Part 2 following Q4 2012 releases.
- UK & Ireland Market
  - Admissions in Q1 2014 were 0.6% down against prior year despite the success The Hobbit: The Desolation of Smaug (£43m GBOR), Frozen (£38.6m), The Wolf of Wall Street (£21.3m) and The LEGO Movie (£23.4m).
  - Admissions were up in December (+5.4%) but behind prior year in January 2014 (-10.1%). Strong February performance (+2.3%) was driven by The LEGO Movie, Mr Peabody & Sherman and Tinkerbell during the half term.
  - War Horse, screened Live from the National Theatre in London was the 2nd highest grossing Event Cinema screening after The BBC's Dr. Who 50th Anniversary special show in December 2013. Other notable and high profile Event screenings so far this year include Coriolanus, Richard II and Sleeping Beauty.
- German Market
  - Admissions in Q1 2014 were in-line with prior year, despite a weak international and local slate in January (-0.5%) and February (-13.6%), offset by strong performance in December 2014 with The Hobbit and Fack Ju Göhte.
  - The top grossing films for the period were The Hobbit: The Desolation of Smaug (€62.1m), Der Medicus (€30.5m), Frozen (€29.8m) and Fack Ju Göhte (€24.1m), which continued to perform well following its release on 7 November 2013.
- Polish Market
  - Admissions were up c. 11.5% in Q1 2014, primarily due to the weak slate in December 2012 and January 2013.
  - Top performing titles in Q1 2014 included The Hobbit: The Desolation of Smaug (zł 39.4m), The Wolf of Wall Street (zł 17.2m), Frozen (zł 16.6m) and Jack Strong, a local production released in February 2014 (zł 18.5m).
  - Of the films nominated for Academy Awards only The Wolf of Wall Street performed well. There was limited local appeal for American Hustle, August in Osage County and 12 Years A Slave.

### Film Slate – Q1 2014



Q1 2014 key releases included The Hobbit: Desolation of Smaug, Frozen, The Wolf of Wall Street, 12 Years a Slave and The LEGO Movie. The quality of the Q1 2014 slate was slightly weaker than Q1 2013.

| Q1 2014 - Key Local Content Titles |                               |  |
|------------------------------------|-------------------------------|--|
|                                    | Germany                       |  |
| Dec-13                             | Der Medicus                   |  |
| Feb-14                             | Vaterfreuden                  |  |
| Feb-14                             | Stromberg - Der Film          |  |
|                                    |                               |  |
|                                    | Poland                        |  |
| Jan-14                             | Wkreceni                      |  |
| Jan-14                             | Pod Mocnym Aniolem            |  |
| Feb-14                             | Jack Strong                   |  |
| Feb-14                             | Facet (nie)potrzebny od zaraz |  |

Germany's Der Medicus grossed €30.5m following its release in late December 2013. Poland had a strong line-up of local content titles, including Jack Strong, released in February 2014 which grossed zł 18.5m in Q1 2014.





Q&A

### **Financial Calendar**



| la | rch |    |    |    |    |    | Ap  | ril |    |    |    |    |    | Ма | у   |    |    |    |    |  |
|----|-----|----|----|----|----|----|-----|-----|----|----|----|----|----|----|-----|----|----|----|----|--|
| М  | т   | W  | т  | F  | S  | S  | М   | т   | W  | Т  | F  | S  | S  | М  | Т   | W  | Т  | F  | S  |  |
|    |     |    |    |    | 1  | 2  |     | 1   | 2  | 3  | 4  | 5  | 6  |    |     |    | 1  | 2  | 3  |  |
| 3  | 4   | 5  | 6  | 7  | 8  | 9  | 7   | 8   | 9  | 10 | 11 | 12 | 13 | 5  | 6   | 7  | 8  | 9  | 10 |  |
| 10 | 11  | 12 | 13 | 14 | 15 | 16 | 14  | 15  | 16 | 17 | 18 | 19 | 20 | 12 | 13  | 14 | 15 | 16 | 17 |  |
| 17 | 18  | 19 | 20 | 21 | 22 | 23 | 21  | 22  | 23 | 24 | 25 | 26 | 27 | 19 | 20  | 21 | 22 | 23 | 24 |  |
| 24 | 25  | 26 | 27 | 28 | 29 | 30 | 28  | 29  | 30 | 31 |    |    |    | 26 | 27  | 28 | 29 | 30 | 31 |  |
| 31 |     |    |    |    |    |    |     |     |    |    |    |    |    |    |     |    |    |    |    |  |
| ur | ne  |    |    |    |    |    | Jul | у   |    |    |    |    |    | Au | gus | t  |    |    |    |  |
| М  | Т   | W  | т  | F  | S  | S  | М   | т   | W  | т  | F  | S  | S  | Μ  | т   | W  | т  | F  | S  |  |
|    |     |    |    |    |    | 1  |     | 1   | 2  | 3  | 4  | 5  | 6  |    |     |    |    | 1  | 2  |  |
| 2  | 3   | 4  | 5  | 6  | 7  | 8  | 7   | 8   | 9  | 10 | 11 | 12 | 13 | 4  | 5   | 6  | 7  | 8  | 9  |  |
| 9  | 10  | 11 | 12 | 13 | 14 | 15 | 14  | 15  | 16 | 17 | 18 | 19 | 20 | 11 | 12  | 13 | 14 | 15 | 16 |  |
| 16 | 17  | 18 | 19 | 20 | 21 | 22 | 21  | 22  | 23 | 24 | 25 | 26 | 27 | 18 | 19  | 20 | 21 | 22 | 23 |  |
| 23 | 24  | 25 | 26 | 27 | 28 | 29 | 28  | 29  | 30 | 31 |    |    |    | 25 | 26  | 27 | 28 | 29 | 30 |  |
| 30 |     |    |    |    |    |    |     |     |    |    |    |    |    |    |     |    |    |    |    |  |
|    |     |    |    |    |    |    |     |     |    |    |    |    |    |    |     |    |    |    |    |  |
|    |     |    |    |    |    |    |     |     |    |    |    |    |    |    |     |    |    |    |    |  |

| 26 March 2 | 014 |
|------------|-----|
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23 April 2014

Q4 2013 Bondholder Report released and Investor Call (2pm – see Quarterly Report for dial-in details)

#### 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)