

# Romania

## Analyst Presentation

22<sup>nd</sup> October 2015

- Romania
  - Cinema City development
  - Perspectives for Romania
  - Forecast for screen development
- Financial and operating results
  - Performance
  - Business model

**20** million population

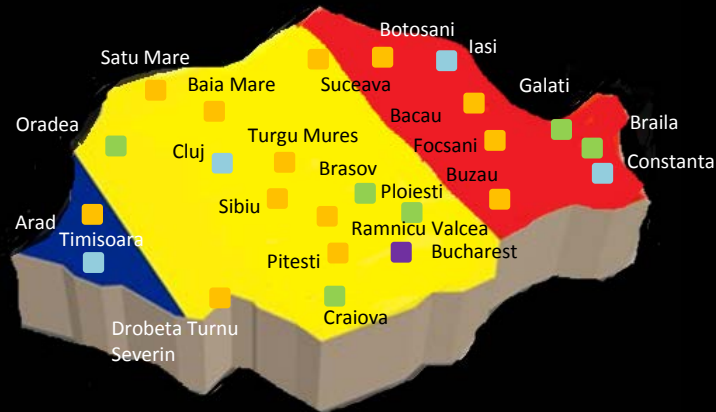
**24** cities with more than 100 K people

**Bucharest** has 2 million inhabitants

**4** cities with over 300 K inhabitants

**6** cities with between 200 and 300 K inhabitants

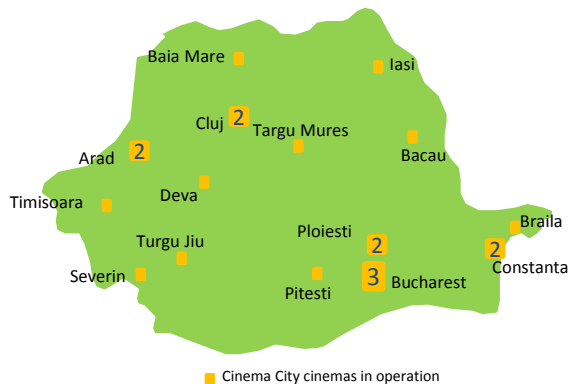
**13** cities with between 100 and 200 K inhabitants



- Country of cinema-goers
- Other forms of out-of-home entertainment not fully developed
- Consumption-oriented society

- Demographic and urban structure supports development of a countrywide cinema chain

## Cinema City development Romania moves towards Central European admission ratios



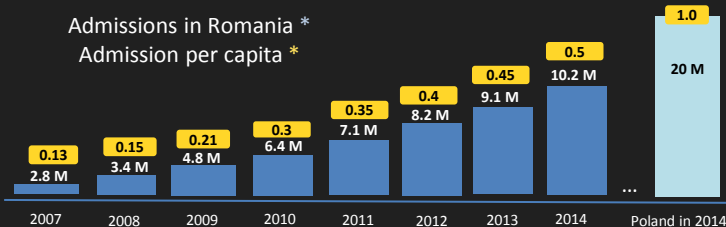
Today Cinema City operates **21** multiplexes with **190** screens in **15** cities

Cinema City has **3** megaplexes in **Bucharest**

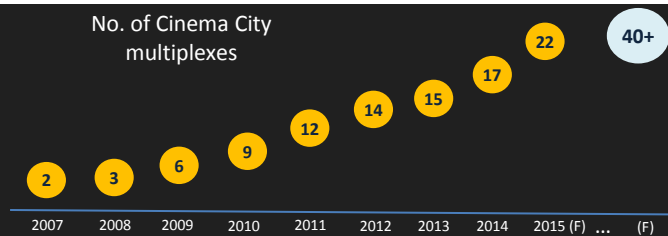
Cinema City offers its best digital cinema standards, IMAX® and 4DX®

Cinema City continues opening new sites and signing lease agreements in the best locations.

Admissions in Romania \*  
Admission per capita \*



No. of Cinema City multiplexes



# Perspectives for Romania

## Romania's market progression

Development of cinema infrastructure

Growing cinema-going culture

More film products including domestic productions

Romania is progressing in the direction of more mature markets.

Market opportunity based on APC in more advanced markets (2014)

UK	→	54 million
Spain	→	48 million
Poland	→	20 million

Romania sold 10m tickets in 2014

How many multiplexes can Romania support? (2014)

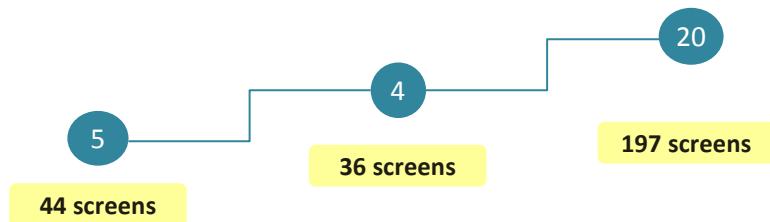
UK	→	130
Spain	→	230
Poland	→	69

There are 28 in Romania

# Forecast for screen development

Romania (signed contracts)

**Cineworld**  
Group plc



**2015**

Bucharest (14)  
Constanta (10)  
Deva (6)  
Severin (6)  
Suceava (8)

**2016**

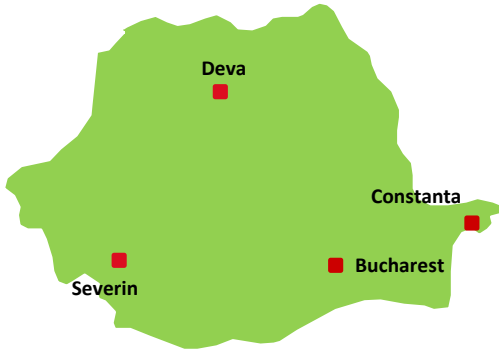
Timisoara (10)  
Bucharest Titan (14)  
Buzau (6)  
Pietra Neamt (6)

**2017 and Over**

20 locations  
197 screens

# New Cinema City cinemas opened in 2015

4 new cinemas with 36 screens



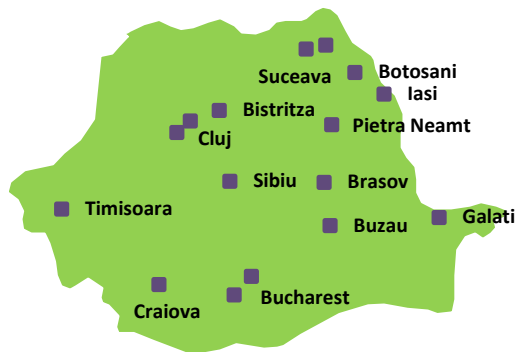
**Cinema City Severin** | 6 halls | 1,200 seats | opened October 2015



# Romanian projects underway

## Signed contracts – 2015-2018

25 cinemas with 241 screens



**Bucharest Titan | 14 halls**





# Financial and operating results

# Financial and operating performance

## Romania continues its strong growth

# CC of admissions in '000

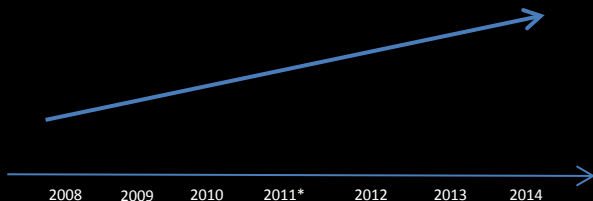


CC Revenues in GBP  
million\*



\* Constant currency

Growing EBITDA margin



Sound growth record [CAGR 2008-2014]

Admissions

38.3%

Revenues

41.3%

EBITDA

55.8%

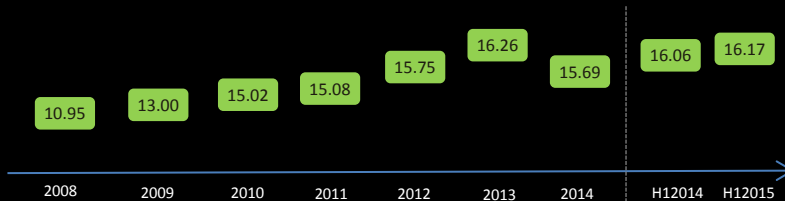
# Romanian business model

## Model for the growing financial performance

### Factors enhancing positive performance in Romania:

- Potential to increase average ticket price as the Romanian market matures
- Strong retail revenue per head
- Strong position in the market
- Favorable terms of cinema lease agreements

Average Ticket Price in Cinema City RON



Retail Revenue Per Head in Romania is amongst the highest in CEE countries

EUR 1.60 - 1.70

Cinema City's real-estate expertise has assisted  
in ensuring market leadership.

TIMING

SCALE

INVESTMENT  
OUTLAYS



- ▶ Second largest Cineworld territory in ROW ( Screen numbers)
- ▶ Should retain market leadership and enjoy the fruits of future market growth
- ▶ Potential to increase both ATP and SPP
- ▶ Intention to develop on screen advertising to reach at least Polish levels
- ▶ High EBITDA margin
- ▶ Development of domestic production can support admissions growth
- ▶ Real estate market is demonstrating signs of growth after a few years of slowdown

**Cineworld**  
Group plc