



# Cineworld Group – Trading Update

3 December 2019

# Trading Update

	Actual (\$)					Constant Currency <sup>(2)</sup> (\$)			
	Group <sup>(1)</sup>	US <sup>(1)</sup>	UK & Ireland	ROW <sup>(3)</sup>		Group <sup>(1)</sup>	US <sup>(1)</sup>	UK & Ireland	ROW <sup>(3)</sup>
<b>Total revenue</b>	<b>(9.7%)</b>	<b>(10.9%)</b>	<b>(9.7%)</b>	<b>(0.5%)</b>		<b>(8.5%)</b>	<b>(10.9%)</b>	<b>(4.9%)</b>	<b>4.9%</b>
<b>Box Office</b>	(12.8%)	(13.9%)	(12.7%)	(4.2%)		(11.6%)	(13.9%)	(8.1%)	1.2%
<b>Retail</b>	(7.4%)	(8.3%)	(8.7%)	2.0%		(6.3%)	(8.3%)	(3.9%)	7.7%
<b>Other Income</b>	2.2%	(0.4%)	7.4%	9.9%		3.6%	(0.4%)	13.1%	14.8%

★ **Improvement in Box office performance vs 6M 2019**

★ **Strong retail and other income performance**

★ **Strong four weeks ahead with Jumanji and Star Wars**

Notes: trading update for the period 1 January 2019 to 1 December 2019

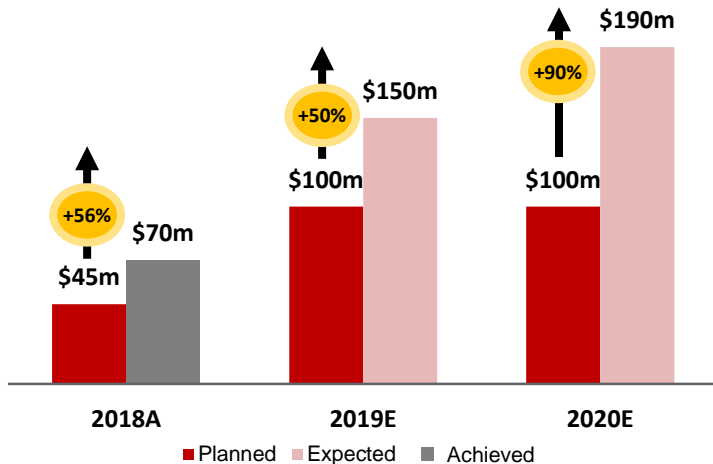
(1) Pro-forma results reflect the Group and US performance had Regal been consolidated for the entirety of the period from 1 January 2018. For the purposes of percentage movements, the same comparative period has been applied.

(2) Constant currency movements have been calculated by applying the 2019 average exchange rates to the 2018 performance.

(3) ROW is defined as Rest of the World and includes Poland, Romania, Hungary, Czech Republic, Bulgaria, Slovakia and Israel.

# Upgrading Integration Benefits

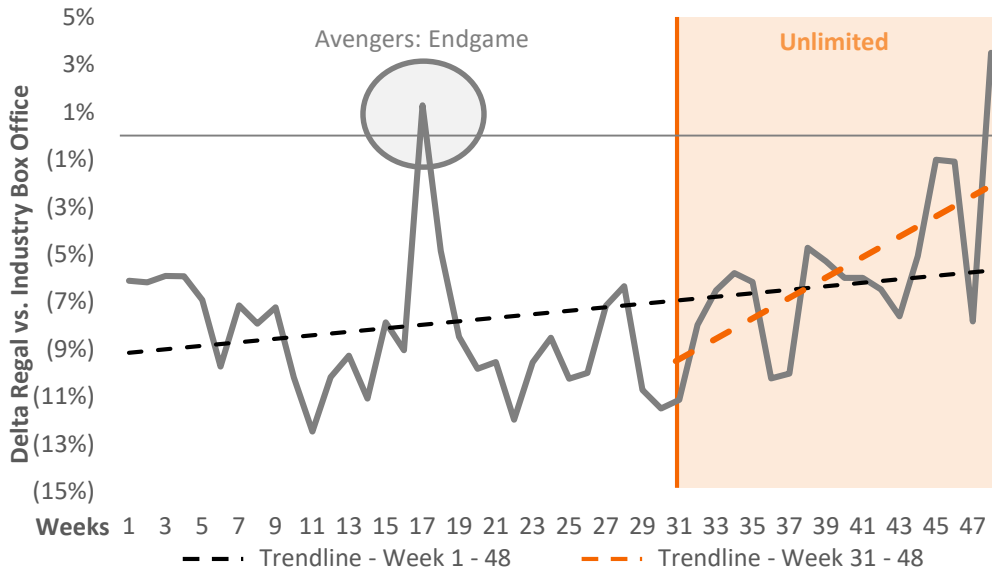
## Combination Benefits



- ☆ Significant efficiencies achieved to date including
  - ☆ Public to private company costs
  - ☆ Optimisation of functions
  - ☆ Procurement (IT contracts, Insurance)
- ☆ Key revenue initiatives:
  - ☆ Online booking growth through reserve seating and conversion to Regal web/app
  - ☆ Unlimited
  - ☆ Advertising
- ☆ Combination benefit to support margin in 2019 and 2020

# North American Market Share

Delta Regal vs. Industry Box Office



- ☆ YTD 2019 performance vs. market impacted by site closures
- ☆ Significant improvement in performance post launch of unlimited in late July 2019

# Regal Unlimited



Target members: 300K by year end

Pricing: \$18, \$21 and \$23.5 per month

12 months commitment

Surcharge for premium format & booking fee

Profitable from early stage

Margin accretive

# Our US Refurb Program

## Premium Formats



## Concessions



20 sites to be refurbished in 2020

100 sites over next 3 years

70 agreements signed

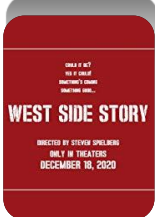
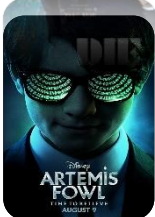
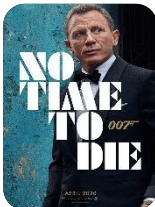
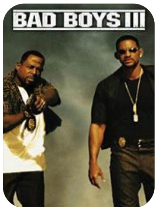
## Key assumptions post refurbishment per site

- **Admissions:** +5% to +10%
- **ATP:** +10%
- **SPP:** +10%
- **Other savings:** Maintenance
- **Landlord contribution:** \$1-\$3m




**Expected Payback:**  
**2-4 years**

# 2020 Film Slate







# Q&A



# Disclaimer

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