VILLAGE ROADSHOW LIMITED

Financial year 2020 results

28 August 2020

VILLAGE ROADSHOW

VRL FY20 Teleconference Details

28 AUGUST 2020 2:00 PM AEST

Access a webcast of the briefing by following this link:
https://services.choruscall.com.au/webcast/vrl-200828.html

Alternatively, to pre-register for the teleconference and avoid a queue when calling, please follow the link below. You will be given a unique pin number to enter when you call which will bypass the operator and give you immediate access to the event.
https://villageroadshow.com.au/investors/corporate-diary/teleconferences

If unable to register, call 1800 455 963 (Australia Toll Free) at the time of the conference and advise that you wish to join the Village Roadshow FY2020 Results Teleconference.

FY20 Earnings Reflect the Unprecedented Impact of COVID-19

- COVID-19 had a significant adverse impact on FY2020 results as the Company’s theme parks and cinemas were closed from March 2020 onwards
- Pre-COVID, VRL group EBITDA was on track to be in line with FY19
- Group’s emphasis on maintaining a healthy balance sheet meant that VRL entered the pandemic crisis with low leverage (1.67x at 31 December 2019)
- Decisive action to implement cost reduction strategies to reduce the impact during business closure
- Secured additional debt funding of $70 million from existing lenders and the Queensland Treasury Corporation, VRL has given an undertaking to raise a minimum of $35 million through new shareholder equity or equity-like instruments, by February 2021
- Sale of Edge Loyalty Systems ("Edge") to Blackhawk Network (Australia) completed on 31 October 2019. Proceeds used to repay debt.
- Implementation Agreement entered with BGH Capital Pty Ltd (“BGH”) on 6 August 2020 for potential acquisition

Trading Post-Reopening Provides Confidence

All parks and majority of cinemas (except theatres in Victoria) have re-opened in June / July 2020, and are currently operating at reduced capacity to comply with social distancing regulations in the relevant State

Theme Parks

- Early attendance levels at theme parks are approximately 30 – 35% on prior comparative period
  - July school holidays experienced attendance levels of 65 – 70% (on prior period) at Sea World and Paradise Country
- Majority of visitors are from the local Queensland market due to ongoing border closures with Victoria and New South Wales
- Sea World Resort occupancy was 68% for July 2020, with some continued COVID-19 restrictions placed on hotels and resorts
- Topgolf attendance circa 80% on prior comparative period since reopen

Cinema Exhibition

- Early trading levels at cinemas were restricted due to availability of limited new content in July and early August 2020
- However, pre sales and successful release of much anticipated Warner Bros. release *Tenet* this week provides confidence that a strong line-up of titles from October 2020 to the end of FY21 will support division’s trading in coming months
- Rent abatement and deferral will continue to apply as sites in Victoria remain closed

FY21 Outlook Summary

- FY2021 outlook and Company forecasts are based on the current environment and expectations around trading conditions
- These are subject to change, particularly when considering unknown factors such as further COVID-19 lock down periods, cross border closures, social distancing restrictions and the status of a vaccine
- Management anticipates significantly lower than usual trading along with an adverse movement in net working capital from FY20 (in the form of reversal of deferred rent/other expenses) will result in an overall neutral to slightly positive operating free cash flow (before capital expenditure). This includes support from Commonwealth Government's JobKeeper scheme in 1Q FY21
- Group capital expenditure is expected to be in the region of $70 - $75 million
  - The majority of the capex is related to the theme parks division, primarily on strategic capex programs such as the *New Atlantis Precinct* at Sea World, refurbishment of Sea World Resort, decommissioning of two rides and maintenance / safety program

Implementation Agreement with BGH Capital

- Implementation Agreement entered with BGH on 6 August 2020 for potential acquisition by way of two alternative but concurrent schemes of arrangement
- VRL shareholders will be entitled to receive total value of up to $2.45 per share:
  - Consisting of a base offer price of $2.20 per share under the Structure A alternative (or $2.10 per share under the Structure B alternative) and additional offer price of up to $0.25 per share contingent on the re-opening of theme parks and cinemas and Queensland borders being open to any person from NSW and Victoria
- The Independent Committee of the VRL Board of Directors has unanimously concluded that the BGH Transaction is in the best interests of all VRL shareholders, in the absence of a Superior Proposal, and subject to an Independent Expert concluding that the BGH Transaction is in the best interests of VRL shareholders
- VRL intends to send a Scheme Booklet to VRL shareholders in October 2020, the Booklet will include:
  - information relating to the Scheme of Arrangement and both transaction structures, including both sets of proposed Shareholders Agreement terms
  - an Independent Expert's opinion on whether the offer is both fair and reasonable and in the best interests of VRL shareholders
- A scheme meeting is expected to be held in November 2020

VRL Group Financials

VRL Group – Key Earnings Metrics

VRL has adopted the new Accounting Standard on Leases, AASB 16, from 1 July 2019. The key FY2020 results below have been presented both including and excluding the impact of AASB 16, as comparatives have not been restated under the standard. All following results will be presented excluding the impact of AASB 16

Key Earnings Metrics ($m)	Theme Parks			Cinema Exhibition			Film Distribution			Marketing Solutions			Corporate & Other					
	FY20 incl AASB16	FY20 excl AASB16	FY19	FY20 incl AASB16	FY20 excl AASB16	FY19	FY20 incl AASB16	FY20 excl AASB16	FY19	FY20 incl AASB16	FY20 excl AASB16	FY19	FY20 incl AASB16	FY20 excl AASB16	FY19	FY20 incl AASB16	FY20 excl AASB16	FY19
EBITDA (1)	39.9	36.3	76.5	51.8	8.5	53.9	5.0	3.8	8.6	3.3	3.1	5.3	(17.2)	(20.5)	(19.5)	82.9	31.1	124.9
EBIT (2)	(4.3)	(6.2)	30.7	6.0	(7.7)	36.5	0.6	0.2	5.1	2.2	2.1	3.5	(22.6)	(23.5)	(21.4)	(18.2)	(35.1)	54.4
PBT (3)	(21.8)	(22.0)	12.9	(9.6)	(10.0)	32.7	(2.3)	(2.5)	1.1	(0.1)	(0.1)	0.4	(24.4)	(24.0)	(21.1)	(58.2)	(58.7)	26.0
NPAT (4)	(14.7)	(14.9)	8.2	(7.4)	(7.4)	22.9	(4.2)	(5.0)	0.5	(0.6)	(0.6)	(0.4)	(16.5)	(16.2)	(10.7)	(43.4)	(44.1)	20.6

Notes

(1) EBITDA is Earnings Before Interest, Tax, Depreciation and Amortisation, excluding Material Items and Discontinued Operations. EBITDA including AASB16 excludes fixed lease costs of $51.8 million.

(2) EBIT is Earnings Before Interest and Tax, after Depreciation and Amortisation, excluding Material Items and Discontinued Operations. EBIT including AASB 16 for FY20 excludes $51.8 million of fixed lease costs offset by $34.8 million depreciation on right-of-use lease assets.

(3) PBT is Profit Before Tax, excluding Material Items and Discontinued Operations, also referred to as "Operating Profit". PBT including AASB 16 excludes $51.8 million of fixed lease costs offset by $34.8 million depreciation on right-of-use lease assets and $16.5 million of interest on lease liabilities.

(4) NPAT is Net Profit After Tax and Non-Controlling Interest, excluding Material Items and Discontinued Operations. NPAT including AASB 16 for FY20 includes $0.2 million of tax effect differences relating to the AASB 16 adjustments.

Refer page 11 for details in relation to Material Items.

VRL Group – Cashflow

Operating Cash Flow ($m)	Theme Parks FY20	Theme Parks FY19	Cinema Exhibition FY20	Cinema Exhibition FY19	Film Distribution FY20	Film Distribution FY19	Marketing Solutions FY20	Marketing Solutions FY19	Corporate & Other FY20	Corporate & Other FY19	Group FY20	Group FY19
EBITDA (1)	**36.3**	**76.5**	**8.5**	**53.9**	**3.8**	**8.6**	**3.1**	**5.3**	**(20.5)**	**(19.5)**	**31.1**	**124.9**
Movement in Working Capital (2) (3) (4)	(7.4)	(15.3)	9.6	(3.6)	12.2	4.2	(2.9)	6.7	1.6	1.2	13.2	(6.9)
Cash Impact of Material Items	-	(1.4)	-	(0.3)	(2.0)	(0.1)	-	(0.6)	(1.3)	(4.4)	(3.3)	(6.9)
Interest & Tax	(13.1)	(14.9)	(2.5)	(4.0)	(2.7)	(3.9)	(2.2)	(3.2)	(2.4)	(2.7)	(22.9)	(28.7)
Operating Cash Flow	**15.8**	**44.9**	**15.6**	**46.0**	**11.3**	**8.8**	**(2.1)**	**8.2**	**(22.6)**	**(25.4)**	**18.1**	**82.4**
Capital Expenditure (5)	(35.8)	(32.1)	(20.5)	(9.9)	(0.9)	(2.1)	(1.8)	(2.2)	(3.0)	(1.6)	(61.9)	(47.9)
Free Cash Flow	**(20.0)**	**12.8**	**(4.9)**	**36.1**	**10.4**	**6.7**	**(3.8)**	**6.0**	**(25.6)**	**(27.0)**	**(43.8)**	**34.5**

Notes

(1) Excludes the impact of AASB16 leases on operating cash flow as fixed lease expenses are included in EBITDA

(2) Theme Parks working capital negatively impacted by an increase in debtors (including JobKeeper receivable) and decrease in creditors due to reduction in spending driven by COVID-19

(3) Cinema Exhibition working capital positively impacted by an increase in deferred revenue balance for gift cards and vouchers, as expiry periods have been extended due to site closures. This was partially offset by a decrease in creditors due to reduction in spending driven by COVID-19.

(4) Film Distribution working capital positively impacted by a reduction in TV debtors as well as a reduction in physical and theatrical receivables due to revenue decline in the second half

(5) Theme Parks FY19 capital expenditure excludes buyout of the DC Rivals Hypercoaster lease

VRL Group – Debt

On Balance Sheet Debt ($m unless otherwise stated)	Facility Expiry	Total Facility 30 Jun 20	Total Debt Drawn 30 Jun 20	Total Debt Drawn 31 Dec 19	Total Debt Drawn 30 Jun 19
VRL Group Finance Facility	Jan-22	229.6	224.6	154.6	164.6
	Jan-24	110.4	110.4	110.4	110.4
Other (1)	Various	10.2	7.1	6.5	6.3
Total		**350.2**	**342.1**	**271.5**	**281.3**
Cash on Hand			(63.8)	(73.1)	(61.7)
Net Debt on Balance Sheet			**278.3**	**198.4**	**219.6**

New Debt Factlity ($m unless otherwise stated)	Facility Expiry	Amount
Tranche A	Aug-21	42.5
Tranche B & C	Aug-25	27.0
Total		**69.5**

Debt & Interest Cover 30 June 2020	Net Debt / EBITDA	EBITDA / Net Interest
VRL Group (2) (3)	8.94x	1.32x

Notes:

(1) Other includes remaining finance facilities including Las Vegas debt.

(2) Interest cover excludes interest costs relating to AASB16 Leases ($16.5m)

(3) Covenants at 30 June 2020 are waived and are not to be tested until 31 March 2021

- In addition to the $5m of undrawn facilities, VRL also had unrestricted cash available of approximately $40m to fund its operations
- VRL has secured additional funding of $70m from its existing lenders and the Queensland Treasury Corporation
- This additional facility is expected to be utilised to fund VRL's operating and capital expenditure requirements. VRL expects this additional debt facility will be sufficient for the Company to fund its cash needs for the next 12 months

VRL Group – Material Items

- Material items loss after-tax of $73.9 million in FY20. At 31 December 2019, material items loss after-tax was $32.9 million for 1H FY20.
- 2H FY20 material items loss includes impairment of assets due to adverse impact of COVID-19
- FY20 material items loss includes the following:
  - Impairment of assets of $92.1 million pre-tax, including:
    - impairment of assets in Topgolf and Australian Outback Spectacular and Wet'n'Wild Las Vegas of $33.9 million,
    - impairment of assets in some Cinema Exhibition sites of $12.0 million,
    - impairment of film distribution royalty amounts and other assets of $20.2 million, and
    - impairment of goodwill relating to Film Distribution of $17.1 million and Marketing Solutions of $9.0 million
  - Loss on disposal of Edge Loyalty Systems of $0.9 million pre-tax
  - Restructuring costs totaling $2.0 million pre-tax relating to the proposed private equity transaction

Material Items ($m)	1H FY20	FY20
Restructuring costs		(2.0)
Net loss on disposal of business	(0.6)	(0.9)
Impairment of assets	(39.7)	(92.1)
Pre-tax total	**(40.3)**	**(95.0)**
Income tax benefit	4.8	17.8
Non-controlling interests	2.6	3.3
Attributable loss after tax	**(32.9)**	**(73.9)**

Theme Parks

Theme Parks – Key Results

Key Results (1) ($m unless stated otherwise)	Gold Coast Theme Parks		Topgolf		Wet'n'Wild Las Vegas		Asia Theme Parks		Theme Parks (total)	
	FY20	FY19	FY20	FY19	FY20	FY19	FY20	FY19	FY20	FY19
Total Attendance ('000s)	**3,643**	**4,505**	**297**	**416**	**122**	**222**	**-**	**-**	**4,061**	**5,143**
Total Income	260.5	295.6	17.4	23.4	6.4	9.0	6.7	6.6	291.0	334.6
Total Expenses	(225.3)	(222.6)	(14.9)	(19.8)	(8.3)	(8.1)	(6.2)	(7.5)	(254.7)	(258.1)
EBITDA	**35.2**	**73.0**	**2.5**	**3.6**	**(1.9)**	**0.9**	**0.5**	**(0.9)**	**36.3**	**76.5**
Depreciation & Amortisation	(39.0)	(42.8)	(2.3)	(1.8)	(1.0)	(1.1)	(0.2)	(0.1)	(42.5)	(45.8)
Interest Expense (Net) (2)	(13.8)	(15.5)	(0.9)	(1.4)	(1.1)	(1.0)	0.0	-	(15.8)	(17.8)
PBT	**(17.6)**	**14.7**	**(0.7)**	**0.4**	**(4.0)**	**(1.2)**	**0.3**	**(1.0)**	**(22.0)**	**12.9**
Non-Controlling Interests	-	-	-	-	2.0	0.6	-	-	2.0	0.6
PBT After Non-Controlling Interests	**(17.6)**	**14.7**	**(0.7)**	**0.4**	**(2.0)**	**(0.6)**	**0.3**	**(1.0)**	**(20.0)**	**13.5**
Total Capital Expenditure	*(35.2)*	*(30.8)*	*(0.2)*	*(0.5)*	*(0.3)*	*(0.8)*	*(0.0)*	-	*(35.8)*	*(32.1)*

Notes

(1) Figures exclude AASB16 leases impact
(2) Interest expense includes approximately $9.6m in relation to the Finance lease on the Oxenford land

Theme Parks – FY20 Update

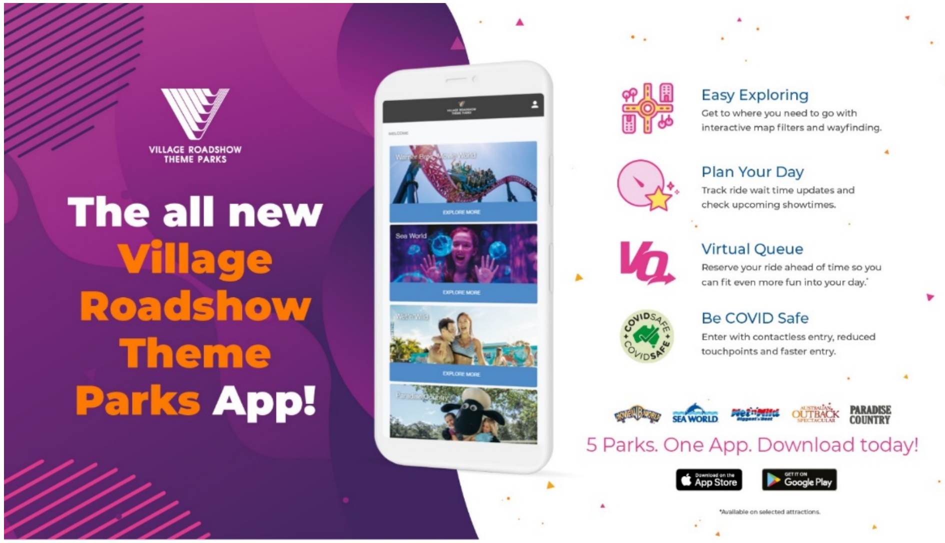
Full year result impacted by COVID-19 despite strong first half

- Gold Coast Theme Parks full year EBITDA of $36.3 million reflects a 2H FY20 trading environment disrupted by a number of external factors including bushfires, flooding in January/February 2020 followed by the COVID-19 pandemic
- Gold Coast Theme Parks performed strongly in 1H FY20, with EBITDA improving 7% to $39.0 million from $36.5 million in the prior corresponding period, primarily driven by:
  - strong growth in attendance (12% on prior year), and
  - increase in ticket yield (6% on prior year)
- In 2H FY2020, attendance was below prior corresponding period even prior to official closure, primarily due to travel restrictions for international guests while local visitors stayed away based upon early government advice
- The parks were eventually closed on 22 March 2020 based on government directive
  - Sea World Resort continued to operate at limited capacity in accordance with the government guidelines and a COVID Safe plan
- Deferred revenue at 30 June 2020 was slightly higher than at 30 June 2019 as multi park/annual passes were put on hold during park closure
- Management implemented a number of cost control initiatives to efficiently manage cash flows during park closure
  - Stand down of majority of the staff
  - Deferral of all non-critical capital spend
  - FY20 expenses impacted by reopening costs in late May/June 2020

Reopening with an Uncompromising Approach to Safety

- Planned reopening announced on 17 June 2020, under an industry approved COVID Safe plan with park capacity reduced to 50%
- ‘Village Roadshow Theme Park App’ launched in line with the staged reopening of the theme parks and attractions under an industry approved COVID Safe plan
- Carefully planned safety capex across all assets, benchmarked on the highest global industry standards

Enables guests to pre-load entry tickets for contactless entry and maximised in-park time, with interactive maps, show schedules and ride times to allow for easy exploring



SEA WORLD	PARADISE COUNTRY	AUSTRALIAN OUTBACK SPECTACULAR	MOVIE WB WORLD	Wet'n'Wild Biggest'n'Best
Reopened 26 June	*Reopened 26 June*	*Reopened 3 July*	*Reopened 15 July*	*Reopened 15 July*

A Constant Calendar of High Impact Attractions and Special Events

Vortex at New Atlantis precinct– Sea World

WB Studio Showcase – Movie World

Leviathan at New Atlantis precinct– Sea World

Dive'n'Movies – Wet'n'Wild

Heartland – Australian Outback Spectacular

Spooky Nights – Sea World

White Christmas – Movie World

Carnivale – Sea World

Marmosets – Paradise Country

Fright Nights at Movie World will not be held in FY21 due to social distancing rules, but will be reinstated in calendar year 2021.

Sea World Resort and Village Roadshow Studios

Sea World Resort (SWR)

- Pre-COVID, SWR achieved growth in occupancy and average room rate in 1H FY20, continued to perform well above other resorts / hotels in its competitive subset
- SWR stayed open during COVID-19 but experienced lower occupancy during 2H FY20 while operating on limited capacity in accordance with government guidelines
- The resort has experienced a noticeable increase in occupancy since the easing of government restrictions announced on 31 May, with occupancy near 80 - 90% during Queensland school holidays in July
- Border restrictions have impacted occupancy post July school holidays
- SWR is planned to go through a major refurbishment in FY21

Village Roadshow Studios

- Production of Baz Luhrmann's untitled Elvis Presley biopic started in 1H FY20, but ceased production in April due to COVID-19. Production recently resumed in August.
- Continuing to work closely with QLD government and Screen Queensland to ensure QLD remains at the forefront of film production in Australia

Topgolf Gold Coast

- Topgolf delivered full year EBITDA of $2.5 million
  - 2H FY20 EBITDA was impacted by COVID-19, with the site closed from 22 March for close to 3 months
- In FY20, Topgolf was successfully integrated into theme park operating functions, streamlining various processes and expanding Topgolf's marketing reach
- The site reopened on 12 June under a COVID Safe plan with restricted capacity at 50%
- Visitation from the local market upon reopening has been stronger than anticipated
- Consistently strong customer satisfaction despite temporary closure
- Restrictions on number of bays open have also been relaxed recently, with capacity now at 60 out of 90 bays

Asia Theme Parks and Las Vegas Wet‘n’Wild

Asia Theme Parks

- Lionsgate Entertainment World (LEW) successfully opened on 31 July 2019
  - VRTP is now managing the park and has started receiving management fees
  - The indoor park has been closed for the majority of 2H FY2020 due to COVID-19
- VRTP continues to pursue key projects in Asia, with a focus on management operating agreements and no capital investment

Las Vegas Wet‘n’Wild

- Las Vegas Wet’n’Wild had a FY20 EBITDA loss of $1.9 million due to a reduced operating calendar caused by COVID-19
- Park concluded its first full season with a new management team and strategy in 1H FY20, achieving strong improvement in ticket sales and revenue on prior year
- Park reopened on 22 June
- VRL’s preference is to sell this asset and proceeds will be used to repay local debt

Theme Parks – Outlook

Theme Parks are in a strong position to face short term challenges posed by COVID-19

FY2019 and 1H FY2020 results support management's confidence around the pricing strategy and customer focused enhancement

Post-COVID recovery is expected to gain momentum and is underpinned by:

- New exciting attractions and events planned for FY2021 including:
  - First ride of the *New Atlantis Precinct – The Vortex* (planned to open before December 2020 peak period)
  - *Leviathan*, to be the biggest wooden rollercoaster in the Southern Hemisphere – second ride of the *New Atlantis Precinct* (planned for opening during Easter school holidays in 2021)
  - Warner Bros. Movie World will see the return of its *White Christmas* special event in December and Sea World will host its first Halloween family event, *Spooky Nights* exclusively for locals in October 2020
- Continued yield improvement from the pricing strategy
- Additional efforts to enhance guest experience include improved guest comfort, in-park experience and refreshed food and retail offering

Cinema Exhibition

Cinema Exhibition – Key Results

Key results ($m unless stated otherwise) (1) (3)	FY20	FY19
Paid Admissions - Australia (m) (2)	**17.7**	**25.2**
Total Income	228.6	307.2
Total Expenses	(219.2)	(253.2)
EBITDA - Australia	**9.4**	**54.0**
EBITDA - Other	(0.9)	(0.1)
EBITDA - Total	**8.5**	**53.9**
Depreciation & Amortisation	(16.3)	(17.4)
Interest Expense (Net)	(2.2)	(3.8)
PBT	**(10.0)**	**32.7**
Total Capital Expenditure	*(20.5)*	*(9.9)*

Notes

(1) Figures exclude AASB16 Leases impact
(2) Paid Admissions include 100% of Admissions to joint venture cinemas in which VRL has an economic interest, taking no account of ownership structure
(3) Figures presented are VRL share, before material items

FY20 Update

- Prior to the introduction of COVID-19 restrictions, Cinema Exhibition achieved 1H FY20 box office revenues on par with prior year:
  - Key titles in 1H FY20 included *The Lion King*, *Spider Man: Far From Home*, *Star Wars: The Rise of Skywalker*, *Jumanji: The Next Level*, *Frozen 2* and *Joker*
- Q3 FY20 also experienced strong performance, driven by summer blockbuster releases including *1917*, *Little Women, Bad Boys For Life* and *The Gentlemen*
- The division started to experience lower attendances and product delays from February 2020 onwards. Cinemas were closed nationally on 23 March due to COVID-19, resulting in a loss of over 3 months' trading
- Cinema sites in Victoria remain closed in line with state COVID-19 restrictions, while Village Cinemas in Tasmania and the business' cinemas within the Australian Theatres Joint Venture with EVENT in other states are operating under restricted capacity and COVID Safe plans

Note: Artwork shown relate to VRL as exhibitor of these titles

Focus on Successful Reopening in Victoria

- The division's management is firmly focused on the successful reopening of the cinemas in Victoria while maximising revenues in other states where sites are open
- Operating under restricted capacity and COVID Safe plans is challenging, however the business is in a strong position to face this short term challenge
- Management had lengthy and successful negotiations with landlords, which resulted in rent abatement and deferral for the close down period
  - The majority of these abatements will be reflected in FY21 results due to completion of the agreements occurring after 30 June 2020
- Emphasis is on optimising performance, COVID-19 protocol compliance, and cost and cashflow management
  - JobKeeper scheme provided the business with funding for a substantial portion of payroll costs
- Ability to leverage the **rewards** loyalty program, with over 1 million members, to re-engage members to return to Village Cinemas through pricing and tactical initiatives

Premium Concepts and Exciting Food & Beverage Experiences

Village Cinemas' diverse offering of exceptional experiences makes it the destination of choice

- Premium concepts appeal to niche market segments and drive competitive advantage
- Complemented by exceptional food & beverage offerings
- Proven success in driving higher spend per person
- Offers attractive options for 'going-out' to families and young adults

VILLAGE CINEMAS GOLD CLASS

vmax BIGGER IS BETTER

vpremium FOOD DRINK MOVIES

vJunior

ROC'S SOCIAL

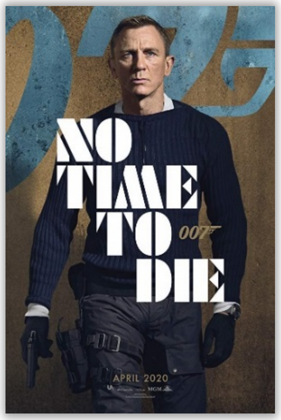
New Sites and Refurbishments

- Two new sites are set to open in FY21:
  - M-City Clayton (VIC, opening 2Q FY21) will feature a 'taphouse' style bar, a craft food and beverage menu, innovative ordering technology and premium seating; and
  - Edmondson Park (NSW, opening 4Q FY21), part of the new Ed.Square Town Centre shopping and entertainment precinct

- Refurbishments and redesigns in line with Company's focus on new concepts:
  - New bar and entertainment concept in the Knox cinema, is well progressed and due to open early 2Q FY21
  - Substantially landlord-funded refurbishment and addition of V **Junior** concept to Albury due to open in September 2020

Cinema Exhibition – Outlook

- With the delay of major blockbusters previously scheduled to release from March to June 2020, a strong line-up of titles is anticipated in FY21, starting with the recent release of Warner Bros.' title *Tenet*
- Upcoming key titles include:
  - *No Time To Die*
  - *Jurassic World: Dominion*
  - *Minions: The Rise of Gru*
  - *Wonder Woman 1984*
  - *Black Widow*
  - *Peter Rabbit 2: The Runaway*
  - *F9: Fast And Furious*
  - *The Eternals*
- Expected to positively support summer holiday period and 2H FY21, overall box office is likely to be between FY20 and FY19 total box office



Note: Artwork shown relate to VRL as exhibitor of these titles

Film Distribution

Film Distribution – Key Results

Key results ($m) (1)	FY20	FY19
Total Income	**195.9**	**289.1**
Share of Associate's (Loss)/Profit	(2.6)	1.3
Total Expenses	(189.5)	(281.8)
EBITDA	**3.8**	**8.6**
Depreciation & Amortisation	(3.6)	(3.5)
EBIT	**0.2**	**5.1**
Interest Expense (Net)	(2.7)	(4.0)
PBT	**(2.5)**	**1.1**
Total Capital Expenditure	*(0.9)*	*(2.1)*

Notes

(1) Figures exclude AASB16 leases impact

FY20 Update

- FY20 EBITDA of $3.8 million was down on prior corresponding period ($8.6 million)
  - In 1H FY20, strong performance from *Joker, Hustlers* and *Angel Has Fallen* offset by underperformance of titles including *Ugly Dolls*, *Late Night* and *21 Bridges*
  - Reduced Pay TV revenue due to delay in renewal of Foxtel contract
  - 2H FY20 impacted by the closure and reduced capacity of cinemas, and delay of theatrical release dates scheduled for Q4 FY20 due to COVID-19
  - This was partly offset by a stronger Entertainment result, particularly in Digital and a significant saving in overheads
- A review of expected future revenue streams to align non-theatrical revenues with recent changes in the Australian industry has resulted in impairment of Roadshow's goodwill and film library
- Whilst this is a large write down, the remaining carrying value of the film library reflects expected future revenues

Roadshow Strategy

- Implemented a more prudent and targeted film acquisition strategy to allow acquisition margins to realign with revenue
- As the physical home entertainment market continues to decline, Roadshow remains focused on growing revenue from digital channels and diversifying its earnings streams
  - Explore further opportunities for titles to be released within the Premium Video On Demand (PVOD) window following a highly profitable result from the release of *Scoob!* on PVOD
  - Explore further opportunities to take content direct to streaming platforms (SVOD) in light of the limitations to exhibition exploitation as a consequence of COVID-19
- Continue to identify opportunities to right-size overheads and business operations
- Low cost content and film production opportunities

Low-cost investment approach to Film and TV production

Roadshow Rough Diamond

- New production *Bump* is currently in pre production and is expected to be released by Stan in the later part of CY20 / early CY21

Blink TV

- Produced *Eurovision – Australia Decides* and *Mardi Gras* for SBS in FY20
- With *Eurovision* cancelled as a result of COVID-19, Blink TV worked with SBS to broadcast a replacement show with pre-recorded songs of the artists who were set to perform

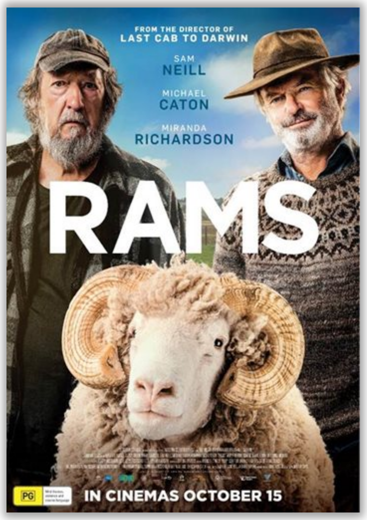
FilmNation

- FilmNation produced titles anticipated to release by the end of the calendar year include *The Courier*, *Promising Young Woman* and *The Nest*
- In TV production, *I Know This Much Is True* was released on HBO in May 2020, while the upcoming TV slate includes *I Know This Much Is True, The House of The Spirits* and *Feminist Fight Club*

Film Distribution - Outlook

FY21 earnings are supported by:

- Upcoming slate including:
  - Strong Warner titles such as the highly anticipated *Tenet (released this week to positive response)*, *Wonder Woman 1984* and *Dune, and*
  - A number of proposed Australian film releases including *The Dry, Penguin Bloom* and *Rams*
- Content / volume slates agreed with Foxtel, Netflix, Network 10, Channel 9, Stan, Amazon and SkyNZ



Marketing Solutions

Marketing Solutions – Key Results

Key earnings metrics ($m) (1) (2)	FY20	FY19
EBITDA	3.1	5.3
EBIT	2.1	3.5
PBT	(0.1)	0.4
Total capital expenditure	*(1.8)*	*(2.2)*

Notes

(1) Figures exclude AASB16 Leases impact

(2) Figures presented are before non-controlling interests relating to Opia, and before material items

- Marketing Solutions achieved an EBITDA of $3.1 million in FY20, a $2.2m decline on FY19 ($5.3 million)
- Sale of Edge Loyalty Systems to Blackhawk Network completed on 31 October 2019, with Edge contributing $3.0 million and $1.5 million of EBITDA in FY19 and FY20 (four month of operations), respectively
- Prior to COVID-19, Opia had a strong 1H FY20 EBITDA of circa $2.5 million representing a $3 million improvement on the prior corresponding period, driven by revenue contribution from new territories USA and South Africa
- However, softer results in 2H FY20 reflect the adverse impact of COVID-19 on promotional activity, particularly in Q4 FY20. Overall, Opia delivered full year FY20 EBITDA of $1.5 million, lower than FY19 EBITDA of $2.2 million
- Opia was also able to take advantage of the UK Government furlough scheme to cover payroll costs for roles impacted by the reduction in volume of work

Opia – Outlook

- Opia is well positioned for expansion following a comprehensive business review and investments in new functions and sales resources to support future growth
- Main growth drivers are:
  - Continued expansion within North America and mainland Europe
  - Re-engagement with existing UK clients, and
  - Improved margins from driving down claim handling and delivery costs
- UK and European promotions market has restarted strongly with key clients looking to re-engage with their customers

Corporate

Corporate – Key Results

Key results ($m) (1)	FY20	FY19
EBITDA	**(20.5)**	**(19.5)**
Depreciation & Amortisation	(2.9)	(1.9)
Interest Expense (Net)	(0.5)	0.3
PBT	**(24.0)**	**(21.1)**
Total Capital Expenditure	*(3.0)*	*(1.6)*

Notes

(1) Figures exclude AASB16 leases impact

- Corporate EBITDA of $20.5 million loss in FY20 was unfavourable to prior year ($19.5 million loss), primarily driven by higher IT systems costs and compliance costs
- As part of the cost management initiatives during close down, VRL's senior executives' salary reduced in 4Q FY20

Disclaimer

Non – IFRS Financial Information

The VRL group results are prepared under Australian Accounting Standards, and also comply with International Financial Reporting Standards (“IFRS”). This presentation includes certain non-IFRS measures including EBITDA and operating profit excluding material items of income and expense and discontinued operations. These measures are used internally by management to assess the performance of the business, make decisions on the allocation of resources and assess operational performance. Non-IFRS measures have not been subject to audit or review, however all items used to calculate these non-IFRS measures have been derived from information used in the preparation of the audited financial statements.

Included in the ASX Appendix 4E (pages 13 & 14) is a Reconciliation of Results which provides further detail on the Non-IFRS financial information contained in this presentation.