



VILLAGE ROADSHOW LIMITED

2015

FULL YEAR RESULTS PRESENTATION

# CONFERENCE CALL DETAILS

Village Roadshow Limited 2015 Full Year Results	
<b>Company Name</b>	Village Roadshow Limited
<b>Leader Name</b>	Graham Burke
<b>Date of Call</b>	25 August, 2015
<b>Time of Call</b>	14:00 AEST
<b>Expected Duration</b>	60 minutes
<b>Topic</b>	Full Year Results call
<b>Call Type</b>	Operator Assisted
<b>Conference ID</b>	<b>14857856</b>

<b>Participant International Dial-In Number:</b>	+61 296960911
<b>Participant Local Dial-In Numbers:</b>	
Australia, Melbourne	61387444600
China, Domestic	8008700818
China, Domestic	4006988833
<b>Participant International Toll Free Dial-In Numbers:</b>	
Australia	1800428662
Australia, MOBILE	1300205148
Austria	800296660
Brazil	8008914711
Canada	18667933093
China, China North	108006110123
China, China South	108003610142
France	800916753
Germany	8001802532
Hong Kong	800901036
Hong Kong	800930392
India	8001006685
Indonesia	18030612384
Italy	800788726
Japan	531250073
Korea (South)	79861365711
Malaysia	1800813705
Netherlands	8000227199
New Zealand	800452573
Philippines	180016120037
Poland	8006411201
Singapore	8006163135
South Africa	800981037
Switzerland	800835396
Taiwan	801615158
Thailand	180061365716
United Arab Emirates	8000176409
United Kingdom	8082348309
United States	18665197010

# VRL GROUP – 2015 FULL YEAR RESULTS

- **Cinema Exhibition all time record year**

- Heading into *The Hunger Games - Mockingjay Part 2*, James Bond 's *Spectre* and *Star Wars - The Force Awakens!*

- **Theme Parks slammed by record rain**

- Extremely poor weather conditions on main Christmas / January / Easter holidays. **Record rainfall** on the Gold Coast and as widely reported Sydney recorded the **wettest summer/January** in 50 years. Results show resilience of the business.

- **Committed to rewarding shareholders**

- Interim dividend of 14cps in April 2015 and final dividend of 14cps in October 2015 (both fully-franked)

- **Dynamic growth plans in the areas of our core expertise**

# VRL GROUP

Full Year Results Summary	Operating Results (PBT)		Reported EBIT		Reported EBITDA	
Division	2015 (\$m)	2014 (\$m)	2015 (\$m)	2014 (\$m)	2015 (\$m)	2014 (\$m)
Theme Parks (1)	27.6	33.1	43.8	51.4	92.5	96.6
Cinema Exhibition	53.3	43.8	56.9	47.7	71.5	62.6
Film Distribution	28.7	34.8	31.6	38.5	34.6	41.7
Corporate & Other	(38.4)	(32.3)	(34.6)	(32.0)	(32.9)	(30.0)
<b>Reported Results (2)</b>	<b>71.2</b>	<b>79.4</b>	<b>97.7</b>	<b>105.5</b>	<b>165.7</b>	<b>170.9</b>

(1) Theme Parks:

- FY2014 results for Gold Coast Theme Parks include \$3.6 million costs for "Theme Park Capital" campaign.
- FY2015 results for Wet'n'Wild Sydney include additional \$4.0 million from full year impact of depreciation, amortisation and interest, and FY2014 results include pre-opening costs of \$5.4 million.
- Before non-controlling interest PBT share of \$0.1 million in FY2015 and \$0.6 million in FY2014.
- FY2014 results include EBITDA of \$2.7 million relating to Hawaii and Phoenix, which were sold in November 2013.

(2) Excluding material items of income and expense and discontinued operations – refer reconciliation of results on page 12 of the VRL Preliminary Final Report

# VRL GROUP

Operating Cash flow						
For the year ended 30 June 2015	EBITDA \$m	Movement in Working Capital (1) \$m	Interest / Tax \$m	Operating Cash flow \$m	Capital Expenditure (2) \$m	Free Cash flow \$m
Theme Parks	92.5	5.0	(16.2)	81.3	(49.4)	31.9
Cinema Exhibition	71.5	10.7	(3.6)	78.6	(19.6)	59.0
Film Distribution	34.6	(3.8)	(2.9)	27.9	(2.3)	25.6
Corporate & Other	(32.9)	(10.6)	(33.0)	(76.5)	(9.6)	(86.1)
<b>TOTAL</b>	<b>165.7</b>	<b>1.3</b>	<b>(55.7)</b>	<b>111.3</b>	<b>(80.9)</b>	<b>30.4</b>

## (1) Movement in Working Capital

- Cinema Exhibition (10.7m): Includes timing of creditor payments and Screen Saver settlements
- Corporate & Other (-10.6m): Includes timing of Digital customer receipts

## (2) Capital Expenditure

- Theme Parks includes Gold Coast new attractions including the SeaWorld Resort Conference Centre, Warner Bros. Movie World Junior Driving School and Wet 'n' Wild Junior Area
- Cinema Exhibition: Cinema upgrades and site refurbishments – Werribee and Jam Factory in Victoria and Miranda in New South Wales
- Capex for FY2016 expected to be similar, but with different split between divisions

# VRL GROUP

<b>Group Debt</b>			
<b>On Balance Sheet</b>	<b>Facility Expiry Calendar Year</b>	<b>Total Debt Drawn 30 Jun 2015 (\$m)</b>	<b>Total Debt Drawn 30 Jun 2014 (\$m)</b>
Theme Parks - Australia	2 <sup>nd</sup> half 2018	257.7	267.3
Theme Parks - USA	1 <sup>st</sup> half 2020	10.7	9.1
Cinema Exhibition - Australia	2 <sup>nd</sup> half 2017	64.8	66.7
Film Distribution	2 <sup>nd</sup> half 2017	81.2	79.0
Corporate – Cash Advance Facility (1)	1 <sup>st</sup> half 2017	-	-
Other (2)	2 <sup>nd</sup> half 2017	83.1	58.8
<b>TOTAL ON BALANCE SHEET DEBT</b>		<b>497.5</b>	<b>480.9</b>
Cash on Hand		(95.3)	(130.4)
<b>NET DEBT ON BALANCE SHEET</b>		<b>402.2</b>	<b>350.5</b>

<b>Debt &amp; Interest Cover by Division</b>		
<b>For the Year ended 30 June 2015</b>	<b>Net Debt / EBITDA (Times)</b>	<b>EBITDA / Net Interest (Times)</b>
Theme Parks - Australia	2.8	6.0
Cinema Exhibition - Australia	0.6	18.2
Film Distribution	2.0	11.9
<b>TOTAL VRL GROUP</b>	<b>2.5</b>	<b>6.3</b>

(1) This \$100m facility was undrawn at 30 June, 2015 and remains undrawn.

Note – There are currently also further undrawn Divisional debt facilities of \$63.5m.

(2) Facility secured against Film Distribution and Cinema Exhibition Divisional assets.



# CINEMA EXHIBITION



## CINEMA EXHIBITION - HIGHLIGHTS

- **Record breaking FY2015** - driven by strong theatrical content and a successful strategy focussed on incremental revenue, improved margins and cost management
- Standout films included: *The Imitation Game*, *American Sniper*, *50 Shades Of Grey*, *Jurassic World*, *Fast And Furious 7*, *Avengers - Age Of Ultron*, *Guardians Of The Galaxy*, *The Hunger Games - Mockingjay Part 1*, *The Hobbit - Battle Of The Five Armies*, *Pitch Perfect 2* and *Mad Max - Fury Road*
- Delivered an **impressive EBITDA of \$71.5m**, a **14.3% increase** on FY2014 record result
- **Operating Profit before tax increased** to \$53.3m representing an **uplift of 21.8%**
- Expansion of **max** and **Gold Class** along with the introduction of hot food into traditional cinemas is driving overall improved spend per person and margins
- Successful launch of new **premium** offering will further enhance our collection of established premium cinema brands
  - **premium** is Business Class as Gold Class is First Class, combining quality food, drink and films elevating the movie going experience
- Cinema upgrades and refurbishments delivered **state of the art technology** and **superior comfort** solidifying the market share



# CINEMA EXHIBITION - RESULTS

2015 Full Year Results Summary	Operating Results		Reported EBIT		Reported EBITDA	
Division	2015 (\$m)	2014 (\$m)	2015 (\$m)	2014 (\$m)	2015 (\$m)	2014 (\$m)
Australia	48.1	38.9	51.7	42.8	65.9	57.1
Singapore (1)	8.2	7.7	8.2	7.7	8.2	7.7
Other (2)	(3.0)	(2.8)	(3.0)	(2.8)	(2.6)	(2.2)
<b>Reported Results</b>	<b>53.3</b>	<b>43.8</b>	<b>56.9</b>	<b>47.7</b>	<b>71.5</b>	<b>62.6</b>

(1) Represents 50% equity accounted share of Singapore results.

(2) Other includes Intensity, Belfast, and iPic Theaters (30% owned).

## CINEMA EXHIBITION - RESULTS

Key Results	2015 (\$m)	2014 (\$m)
Total Admissions - Australia	26.4m	24.8m
Sales Revenue	278.3	253.6
Other Revenue	23.9	21.1
Total Expenses	236.3	217.6
<b>EBITDA - Australia</b>	<b>65.9</b>	<b>57.1</b>
EBITDA - Singapore	8.2	7.7
EBITDA – Other (1)	(2.6)	(2.2)
<b>EBITDA - Total</b>	<b>71.5</b>	<b>62.6</b>
Depreciation & Amortisation	14.6	14.9
Interest Expense (Net)	3.6	3.9
<b>NET PROFIT BEFORE TAX</b>	<b>53.3</b>	<b>43.8</b>
TOTAL CAPEX	19.6	11.9

(1) Other includes; Intensity, Belfast, and iPic Theaters (30% owned).

## CINEMA EXHIBITION - OUTLOOK

- **Blockbuster FY2016** film slate positions Cinema Exhibition for another year of record results
- Upcoming theatrical line-up includes: *Star Wars - The Force Awakens*, *The Hunger Games - Mockingjay Part 2*, *Spectre*, *Batman vs Superman*, *Finding Dory*, *Alice In Wonderland: Through The Looking Glass*, *Captain America - Civil War*, *Zoolander 2*, *Independence Day 2*, *The Good Dinosaur*, *The Jungle Book* and *X-Men - Apocalypse*

### Australia

- Harness established premium cinema brands – expansion of site concepts including **max**, **Gold Class** and **premium**
- Focus on **loyalty program**, **retail gifting** and greater push for **digital ticketing**
- Committed to the **continued investment** in emerging population growth corridors, including the following new sites:

Location	Expected opening	Total screens	max	Gold Class
Springfield, Brisbane	Sep-15	8	2	2
North Lakes, Brisbane	Apr-16	8	2	2
Palmerston, Darwin	Mar-17	6	2	-
Glenelg, Adelaide	Feb-16	6	-	-
Westfield Plenty Valley, Melbourne	Dec-17	9	1	2
<b>Total</b>		<b>37</b>	<b>7</b>	<b>6</b>

# CINEMA EXHIBITION - OUTLOOK

## Singapore

- Leading market share of 43%
- **Increased NPAT** and **EBITDA** by **6.3%** to **\$8.2m** in FY2015
- Continues to perform well despite two sites (Tampines and Tiong Bahru) being closed for renovations at various times during the year
- Suntec City opened in November 2014 with an impressive 11 screens, incorporating **max** and **Gold Class** premium offerings in a **prominent downtown location** and continues to perform strongly
- Marina Square closed in September 2014
- Tiong Bahru Plaza is under refurbishment and is scheduled to re-open in December 2015

## UK

- Continue to actively seek an exit strategy for this site in Belfast

# CINEMA EXHIBITION - OUTLOOK

## USA

- Our 30% owned **iPic Theaters** cinemas is progressing well with its **targeted critical mass of sites**
- iPic Theaters successfully opened **two new locations** in Westwood, Los Angeles (May 2014) and Pike & Rose, Maryland (November 2014) bringing the total number of sites to 11
- **Four exciting new sites** are under construction and are scheduled to open in FY16:

Location	Expected opening	Total screens
Houston, Texas	Nov-15	8
North Miami, Florida	Nov-15	8
New York	May-16	8
Fort Lee, New Jersey	May-16	8
<b>Total</b>		<b>32</b>

- Other key strategic and iconic locations identified for further site developments



# THEME PARKS



# THEME PARKS - HIGHLIGHTS

## Gold Coast

- Theme Park attendances impacted by **record rainfall** during key school holiday trading periods
- Delivered EBITDA of **\$79.1m**, down 2.4% on the prior year result
- Back-of-house cost reduction program partially offset the revenue shortfall **without impacting** the **quality of the guest experience**
- The new Disney *Pirates Of The Caribbean* franchise production was filmed during the year at Village Roadshow Studios; the biggest production in the Studio's history
- Record Special Event attendance: **Halloween Fright Nights, White Christmas & Carnivale** at Warner Bros. Movie World

## New Attractions & Rides

- Warner Bros. Movie World **Junior Driving School** successfully opened in September 2014
- New Wet 'n' Wild **Junior Area** opened in September 2014 with a strong reception from young families
- Exciting new **High Country Legends** Australian Outback Spectacular show launched with rave reviews in December 2014
- Sea World Resort's new 800 seat **Conference Centre** opened in July 2015 with **high demand** and **excellent advance bookings**
- Sea World's **Storm Coaster** and the new **Polar Bear** exhibit continued to attract crowds



# THEME PARKS - HIGHLIGHTS

## Sydney

- As widely reported, **record rainfall** in the last 50 years hit Sydney in Q2 and Q3 during the key school holiday trading periods
- Launched a new **Nickelodeon Beach** children's area in September 2014 which has proven popular with young families

## Las Vegas

- Third season of the Water Park was impacted by the full season of a competitor
- Competitive environment has necessitated aggressive pricing and marketing strategies to maintain market share in the relatively small Las Vegas Market



## THEME PARKS - RESULTS

2015 Full Year Results Summary	Operating Results		Reported EBIT		Reported EBITDA	
Division	2015 (\$m)	2014 (\$m)	2015 (\$m)	2014 (\$m)	2015 (\$m)	2014 (\$m)
Gold Coast Theme Parks (1)	26.3	27.9	38.6	42.3	79.1	80.9
Wet 'n' Wild Sydney (2)	1.0	4.1	3.7	5.7	10.0	9.1
USA Water Parks (3) (4)	0.3	1.1	1.5	3.4	3.4	6.6
<b>Reported Results</b>	<b>27.6</b>	<b>33.1</b>	<b>43.8</b>	<b>51.4</b>	<b>92.5</b>	<b>96.6</b>

(1) FY2014 results for Gold Coast Theme Parks include \$3.6 million costs for "Theme Park Capital" campaign.

(2) FY2015 results for Wet'n'Wild Sydney include additional \$4.0 million from full year impact of depreciation, amortisation and interest, and FY2014 results include pre-opening costs of \$5.4 million.

(3) Before non-controlling interest PBT share of \$0.1 million in FY2015 and \$0.6 million in FY2014.

(4) FY2014 results include EBITDA of \$2.7 million relating to Hawaii and Phoenix, which were sold in November 2013.

## THEME PARKS - RESULTS

	Gold Coast		Sydney		USA	
Key Results	2015 (\$m)	2014 (\$m)	2015 (\$m)	2014 (\$m)	2015 (\$m)	2014 (\$m)
Total Attendance	5.2m	5.4m	0.7m	0.7m	0.3m	0.7m
Total Income	278.5	282.5	28.4	32.3	11.4	23.0
Total Expenses	199.4	201.6	18.4	23.2	8.0	16.4
<b>EBITDA</b>	<b>79.1</b>	<b>80.9</b>	<b>10.0</b>	<b>9.1</b>	<b>3.4</b>	<b>6.6 (1)</b>
Depreciation & Amortisation	40.5	38.6	6.3	3.4	1.9	3.2
Interest Expense (Net)	12.3	14.4	2.7	1.6	1.2	2.3
<b>PROFIT BEFORE TAX</b>	<b>26.3</b>	<b>27.9</b>	<b>1.0</b>	<b>4.1</b>	<b>0.3</b>	<b>1.1</b>
Non-Controlling Interests (2)	-	-	-	-	(0.1)	(0.6)
<b>PROFIT BEFORE TAX AFTER MINORITY INTEREST</b>	<b>26.3</b>	<b>27.9</b>	<b>1.0</b>	<b>4.1</b>	<b>0.2</b>	<b>0.5</b>
TOTAL CAPEX	39.7	32.9	9.3 (3)	-	0.4	8.4

(1) FY2014 results include EBITDA of \$2.7 million relating to Hawaii and Phoenix, which were sold in November 2013.

(2) Non-Controlling interest in Wet 'n' Wild Las Vegas of 49.91%.

(3) Wet'n'Wild Sydney capex includes partial carryover from park construction and Nickelodeon Beach.



# THEME PARKS - OUTLOOK

## Gold Coast

- Introduced a **new membership / instalment plan** for annual passes
- Record pre-sales of FY2016 VIP passes
- **Nickelodeon Land Kids Area** to open in Sea World in September 2015
- Continue to build on the success of drawcard **special events - Halloween Fright Nights, White Christmas & Carnivale** at Warner Bros. Movie World

## Sydney

- A number of innovative ticketing initiatives are planned for FY2016 season

## Las Vegas

- **Solidify market share** by implementing various initiatives including:
  - ✓ Strengthening season pass sales with aggressive promotional campaigns aimed at casino staff
  - ✓ Introduce special events to engage teens and young adult target market: *Friday night 'Dive-in-Movies', Saturday Sessions – DJ Party and Labor Day Weekend Luau*

# THEME PARKS – ASIA MASTER PLAN

- Multiple dynamic opportunities being assessed but will never put ‘the ship’ at risk
- The **formula for success** includes:
  - Leveraging VRL’s proven expertise
  - Carefully choosing key partners
  - Making prudent investment decisions
- Asian head office in Hong Kong has been established
- **Hainan Island Marine & Water Park** – project remains on hold, delays continue in the construction of essential infrastructure, roads and primary services

## **CITIC / VRL Fund**

- Establishment of a **Fund Management Business** with CITIC Trust Co. Ltd (“CITIC”), a Chinese state owned enterprise
- Binding Framework Agreement & JV Agreement signed in March 2015
- This significant milestone represents a **major new business horizon** for VRL

# THEME PARKS – ASIA MASTER PLAN

## **CITIC / VRL Fund (cont'd)**

- Funds raised will be used to invest into theme parks, entertainment facilities and related real estate development opportunities throughout Asia with a specific focus on China
- Project teams comprising VRL and CITIC representatives are investigating various potential investment opportunities in theme parks and surrounding real estate in China, including:
  - Progressing to develop a major international Studio IP branded Theme Park & Wet 'n' Wild branded Water Park in Chengdu, Central China

## **Other Current Opportunities**

- Destination Theme Park opportunity based on a Major International IP branded theme in Guangdong Province, China
- Entertainment Hub incorporating various International IP brands, hotels and retail / dining in Northern China

# FILM DISTRIBUTION



## FILM DISTRIBUTION - HIGHLIGHTS

- Top FY2015 content performers included: *The Imitation Game*, *The Hobbit: Battle Of The Five Armies*, *Paper Planes*, *American Sniper*, *Interstellar*, *Mad Max: Fury Road*, *The Hunger Games - Mockingjay Part 1*, *Doctor Who S8* and *Orange Is The New Black S1*.
- Roadshow Films continues to be the **number one** independent distributor in Australia holding a commanding 25.4% market share
- Revenues are up by 6% compared to the prior year, driven by the addition of the distribution of Warner Bros. Home Entertainment products in Australia and New Zealand
- Digital delivered **strong sales growth** versus prior year via the online market through iTunes and Bigpond
- Renewal of **Foxtel** content agreement until December 2017 and formalised content deals with Channel 9's **Stan** and **Netflix** in the emerging subscription video-on-demand ("SVOD") market
- Secured the Home Entertainment distribution rights for **Warner Bros. product** in Australia & New Zealand





## FILM DISTRIBUTION - RESULTS

Key Results for the Year ended 30 June	2015 (\$m)	2014 (\$m)
Sales Revenue	364.5	345.2
Other Income	2.6	1.5
Share of Associates Profit	1.0	-
Total Expenses	333.5	305.0
<b>EBITDA</b>	<b>34.6</b>	<b>41.7</b>
Depreciation & Amortisation	3.0	3.2
Interest Expense (Net)	2.9	3.7
<b>NET PROFIT BEFORE TAX</b>	<b>28.7</b>	<b>34.8</b>
TOTAL CAPEX	2.3	1.5

# FILM DISTRIBUTION - OUTLOOK

- Upcoming content line up appears increasingly promising: *The Hunger Games - Mockingjay Part 2*, *Batman v Superman: Dawn Of Justice*, *Sicario*, *The Hateful Eight*, *Goosebumps*, *Game Of Thrones S5*, *The Big Bang Theory S8*, *True Detective S2* and *Doctor Who S9*
- Continue strong leadership in **anti piracy campaign**
- Roadshow **continues to be proactive and prudent** in pursuing growth opportunities to enhance performance and broaden the diversity of its earnings, including:
  - Acquisition of 31.03% equity in **FilmNation Entertainment**, a US-based international film sales & production/distribution company
    - **FilmNation** has an **exciting slate** of **independent films**, including:
      - *Story Of Your Life* – Any Adams, directed by Denis Villeneuve (*Prisoners*)
      - *The Founder* – Michael Keaton, directed by John Lee Hancock (*The Blindside*)

## Digital

- The Australian digital market continues to show strong growth and is expected to evolve further as competition increases
- Securing key supplier output agreements ensures **content ownership**, strongly positioning Roadshow as new digital platforms emerge

## Australian Film Releases

- Roadshow continues its proud tradition of **supporting Australian made** films including:
  - *Odd Ball* - Deborah Mailman, Shane Jacobson
  - *Red Dog: True Blue* (in post production) – Producer / Director team of *Red Dog* – **blockbuster expectation**

# FILM PRODUCTION



# FILM PRODUCTION - HIGHLIGHTS

## Village Roadshow Entertainment Group (“VREG”)

- **VRP released 8 films in FY2015:** *American Sniper*, *Mad Max: Fury Road*, *San Andreas*, *The Judge*, *The Equalizer*, *Into The Storm*, *Annie* and *Jupiter Ascending*
- VRP extended its **Warner Bros.** co-production and co-finance agreement incorporating the ability to invest in global film rights and also entered into an additional co-production and co-finance agreement with **Sony Pictures Entertainment**
- **Upcoming releases:**
  - *In The Heart Of The Sea* - Warner Bros. - Chris Hemsworth, directed by Ron Howard
  - *Goosebumps* - Sony - Jack Black
  - *Concussion* - Sony - Will Smith
  - *Knights Of The Roundtable: King Arthur* – Warner Bros., directed by Guy Ritchie
  - *Tarzan* – Warner Bros. – Samuel L. Jackson, Christoph Waltz

## Village Roadshow Pictures Asia (VRP Asia)

- Released box office hit *Zhong Kui: Snow Girl And The Dark Crystal* in February 2015 during Chinese New Year holiday period
- Upcoming releases include: *Mountain Cry*, *Go Away Mr. Tumor*, *The Bodyguard*, *Cold War 2* and *Bound*
- Creating a **valuable portfolio of films** and solidifying VRP Asia’s presence in this region



EDGE LOYALTY



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# EDGE LOYALTY – HIGHLIGHTS & OUTLOOK

- **Record full year result** driven by a combination of organic and inorganic growth
- Consolidated **market leading** position in Australia of consumer promotions, reward and loyalty solutions
- **Acquisition of PrimeFocus** in November 2014 will drive additional earnings and synergies and has substantial future growth potential in Australia and overseas
- Delivered like-for-like **64% EBITDA growth** compared to FY2014, excluding acquisition of PrimeFocus
- Edge will continue to be active in seeking further growth opportunities domestically and abroad



Note: The revenues and costs of the Edge Loyalty division are included in the group segment Corporate and Other (refer page 31).

# CORPORATE & OTHER



## C O R P O R A T E   &   O T H E R

Full Year Results Summary	Operating Results	
Division	2015 (\$m)	2014 (\$m)
Corporate	(27.8)	(28.2)
Asia Development	(5.4)	(2.1)
Digital Development	(2.7)	(1.3)
Edge Loyalty	3.0	1.5
<b>EBITDA</b>	<b>(32.9)</b>	<b>(30.1)</b>
Depreciation	(1.9)	(2.0)
Net Interest Income / (Expense)	(3.6)	(0.2)
<b>NET PROFIT BEFORE TAX</b>	<b>(38.4)</b>	<b>(32.3)</b>
TOTAL CAPEX (1)	(9.6)	(15.6)

(1) Capex costs in FY2014 related to head office refurbishment and co-location costs, IT development costs and excludes funding of Wet 'n' Wild Sydney of \$82.5m.

## VRL GROUP SUMMARY

**“We couldn’t wait to get the disappointment of the 2015 year with the washout of theme parks behind us. We look forward to hitting it out of the park in 2016 with some sunshine.”**

Robert Kirby and Graham Burke  
Co-Chairmen and Co-CEO

### Building Blocks for Future Growth

- **Australian Theme Parks** – approximately **100 acres** of freehold land available for **exciting new development opportunities**
- **CITIC Fund** and **Theme Parks in China**
- New cinema development in **population growth corridors**
- **iPic Gold Class cinemas USA**
- **FilmNation Entertainment**, a US-based production and international film sales company
- **Edge Loyalty expansion**

**And further prudent / dynamic growth in development!**

# VRL GROUP

## 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. It is noted that the audit of the financial statements for the year ended 30 June 2015 is still in the process of being completed.

Included in the ASX Appendix 4E (page 12) is a Reconciliation of Results which provides further detail on the Non-IFRS financial information contained in this presentation.