



**READING**  
INTERNATIONAL

**2018 ANNUAL STOCKHOLDERS MEETING**  
NOVEMBER 7, 2018

## SAFE HARBOR DISCLAIMER

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Our comments today may contain forward-looking statements and management may make additional forward-looking statements in response to your questions. Such written and oral disclosures are made pursuant to the Safe Harbor provision of the Private Securities Litigation Reform Act of 1995.

Although we believe our expectations expressed in such forward-looking statements are reasonable, we cannot assure you that they will be realized. Investors are cautioned that such forward-looking statements involve risks and uncertainties that could cause actual results to differ materially from the anticipated results, and therefore we refer you to a more detailed discussion of the risks and uncertainties in the Company's filings with the Securities & Exchange Commission.

## FINANCIAL RECONCILIATIONS

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We use EBITDA in the evaluation of our Company's performance since we believe that EBITDA provides a useful measure of financial performance and value. We believe this principally for the following reasons:

We believe that EBITDA is an accepted industry-wide comparative measure of financial performance. It is, in our experience, a measure commonly adopted by analysts and financial commentators who report upon the cinema exhibition and real estate industries, and it is also a measure used by financial institutions in underwriting the creditworthiness of companies in these industries. Accordingly, our management monitors this calculation as a method of judging our performance against our peers, market expectations and our creditworthiness. It is widely accepted that analysts, financial commentators and persons active in the cinema exhibition and real estate industries typically value enterprises engaged in these businesses at various multiples of EBITDA. Accordingly, we find EBITDA valuable as an indicator of the underlying value of our businesses. We expect that investors may use EBITDA to judge our ability to generate cash, as a basis of comparison to other companies engaged in the cinema exhibition and real estate businesses and as a basis to value our company against such other companies.

EBITDA is not a measurement of financial performance under generally accepted accounting principles in the United States of America and it should not be considered in isolation or construed as a substitute for net income or other operations data or cash flow data prepared in accordance with generally accepted accounting principles in the United States for purposes of analyzing our profitability. The exclusion of various components, such as interest, taxes, depreciation and amortization, limits the usefulness of these measures when assessing our financial performance, as not all funds depicted by EBITDA are available for management's discretionary use. For example, a substantial portion of such funds may be subject to contractual restrictions and functional requirements to service debt, to fund necessary capital expenditures and to meet other commitments from time to time.

EBIT and EBITDA also fail to take into account the cost of interest and taxes. Interest is clearly a real cost that for us is paid periodically as accrued. Taxes may or may not be a current cash item but are nevertheless real costs that, in most situations, must eventually be paid. A company that realizes taxable earnings in high tax jurisdictions may, ultimately, be less valuable than a company that realizes the same amount of taxable earnings in a low tax jurisdiction. EBITDA fails to take into account the cost of depreciation and amortization and the fact that assets will eventually wear out and have to be replaced.

## CINEMA PORTFOLIO

### 59 Theaters

478 screens  
in US, AU & NZ

### 4 Brands

- Reading Cinemas (US, AU & NZ)
- Consolidated Theatres (Hawaii)
- Angelika Film Centers (US)
- City Cinemas (NYC)

### Geographic Footprint

United States: 27 theaters in 6 states & DC  
11<sup>th</sup> largest US exhibitor

Australia: 21 theaters in five states  
4<sup>th</sup> largest AU exhibitor

New Zealand: 11 theaters in North & South Island  
3<sup>rd</sup> largest NZ exhibitor

### Diversified Programming

US - Leading exhibitor in both  
commercial and specialty film  
and curated content

# LEADING CINEMA & REAL ESTATE COMPANY

DIVERSIFIED OWNER/OPERATOR OF ENTERTAINMENT & REAL ESTATE ASSETS

## REAL ESTATE PORTFOLIO

### 7 Value Creation Projects

US, AU & NZ

### 11 Operating Properties

US, AU & NZ, including  
2 Off Broadway Live Theatres  
in NYC & 1 in Chicago

### 3 Future Long-Term Value Creation Projects

US & NZ



ELEVATING THE  
**CINEMA**  
EXPERIENCE



## WELL POSITIONED TO CREATE LONG-TERM STOCKHOLDER VALUE

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- Complementary Cinema & Real Estate portfolios offer compelling strategic and financial benefits
- Cinemas provide steady cash flow to support real estate development focused on driving long-term stockholder value
- Elevating the cinema guest experience ... with state-of-the-art presentation and sound, luxury recliner seating, localized craft food & beverage menus and engaging digital/social platforms ... builds that cash flow
- Disciplined pursuit of new opportunities builds that cash flow
- Maximizing value in existing real estate portfolio, while pursuing new opportunities that meet our investment criteria, builds long term tangible value



UNLOCKING  
**REAL ESTATE**  
VALUE

newmarket  
VILLAGE



**READING**  
C I N E M A S

NEWMARKET-VILLAGE.COM.AU



JAMES J. COTTER, SR.

## CORE VALUES & GUIDING PRINCIPLES INSPIRED BY OUR FOUNDER

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ENTREPRENEURIAL approach to our business

EDUCATED analysis underpins our strategies

ENGAGING our guests is paramount to our success

EXECUTION is a focus of our three-year strategy

EXTENDED VIEW means pursuing a long-term value strategy

EMPATHETIC approach to our stakeholders



# EXECUTING ON GLOBAL CINEMA STRATEGY

## SINCE 2015, INVESTED SUBSTANTIALLY IN OUR GLOBAL CINEMAS

- BUILT 3 NEW CINEMAS
- MADE SIGNIFICANT INVESTMENT IN EXISTING PORTFOLIO

By end of 2018,

- 38% of all US Screens to feature Luxury Recliner Seating
- 19% of all AU/NZ Screens to feature Luxury Recliner Seating
- 26% of all US Theaters to feature a Premium Auditorium (TITAN LUXE, TITAN XC or IMAX)
- 41% of all AU/NZ Theatres to feature a Premium Auditorium (TITAN LUXE or TITAN XC)
- 52% of all US Theaters to offer enhanced F&B menus
- 52% of all AU/NZ Theaters to offer enhanced F&B menus through Gold Lounges/Premium Auditoriums

## OUR GLOBAL CINEMA REVENUES AND OPERATING INCOME HAVE INCREASED

- US - 28% REVENUES / 73% OPERATING INCOME
- AU - 15% REVENUES / 13% OPERATING INCOME
- NZ - 32% REVENUES / 33% OPERATING INCOME

FROM YTD SEPT 2015 TO YTD SEPT 2018

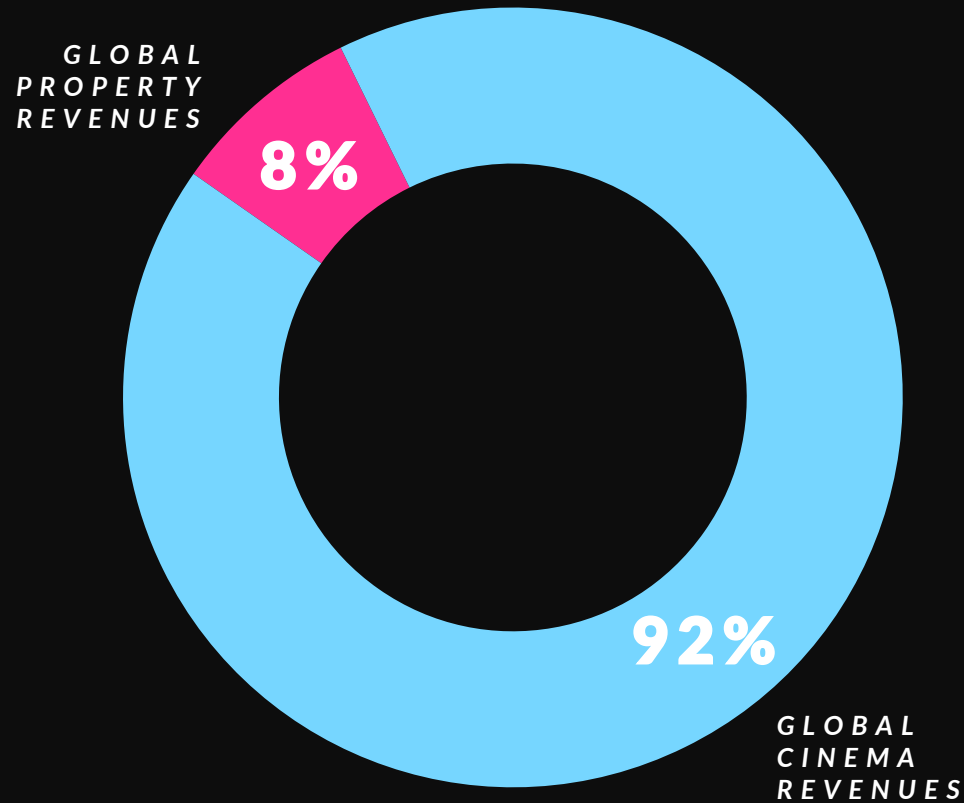




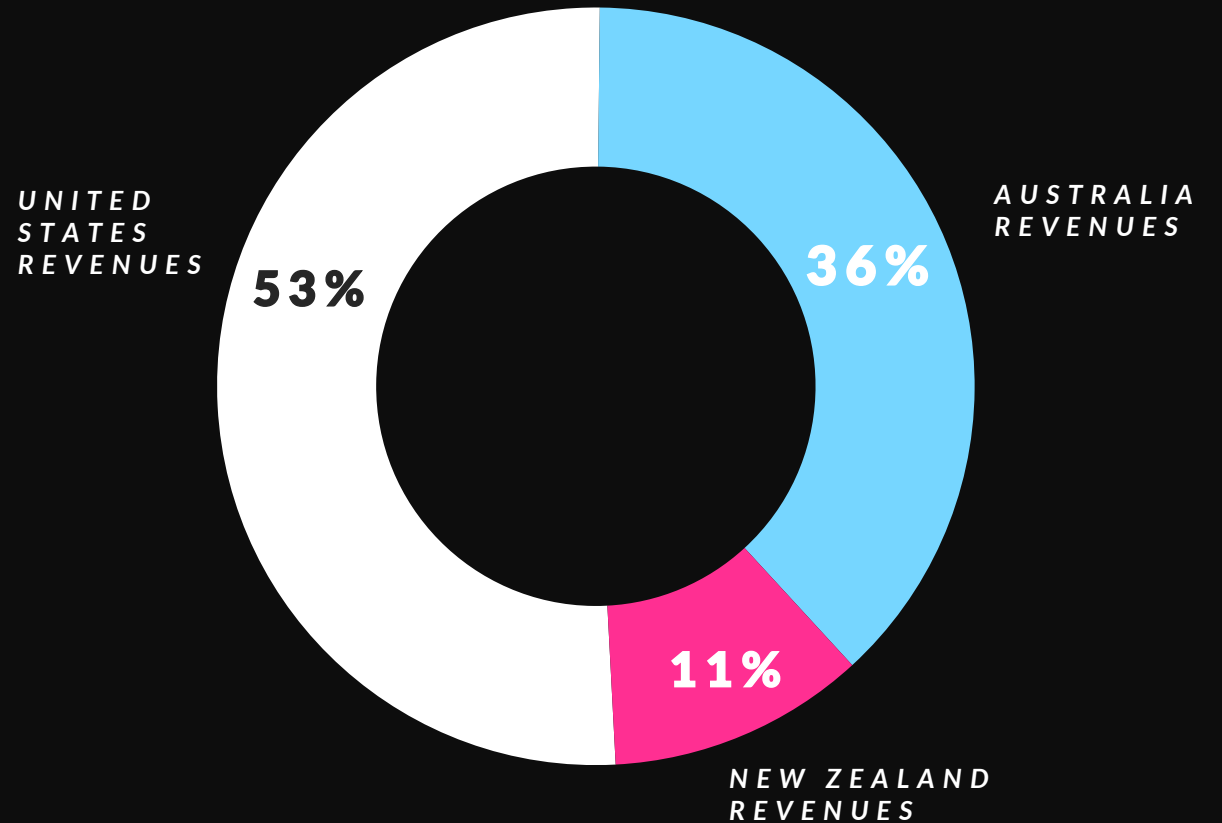
# EXECUTING ON GLOBAL REAL ESTATE STRATEGY

- Completed expansion of Newmarket Village in Brisbane in Q1 2018, which added 52,668 leasable SF inclusive of a new 8 screen Reading Cinema and 10,150 SF of third party space
- Acquired the strategically located Telstra property that directly abuts Redyard in Auburn (NSW)
- Increased total leasable area in the Australia Real Estate Portfolio by 41,904 SF (not including the Newmarket cinema) since Jan 2017
- Rationalized our landholding at Cannon Park, by acquiring ownership and control of shared title property
- Invested roughly \$3M upgrading existing centers to ensure long term sustainable value
- Advancing the redevelopment of 44 Union Square, an irreplaceable property in New York City

# CINEMA & REAL ESTATE SYNERGISTIC DIVERSIFICATION UNDERPINS OUR STRATEGY



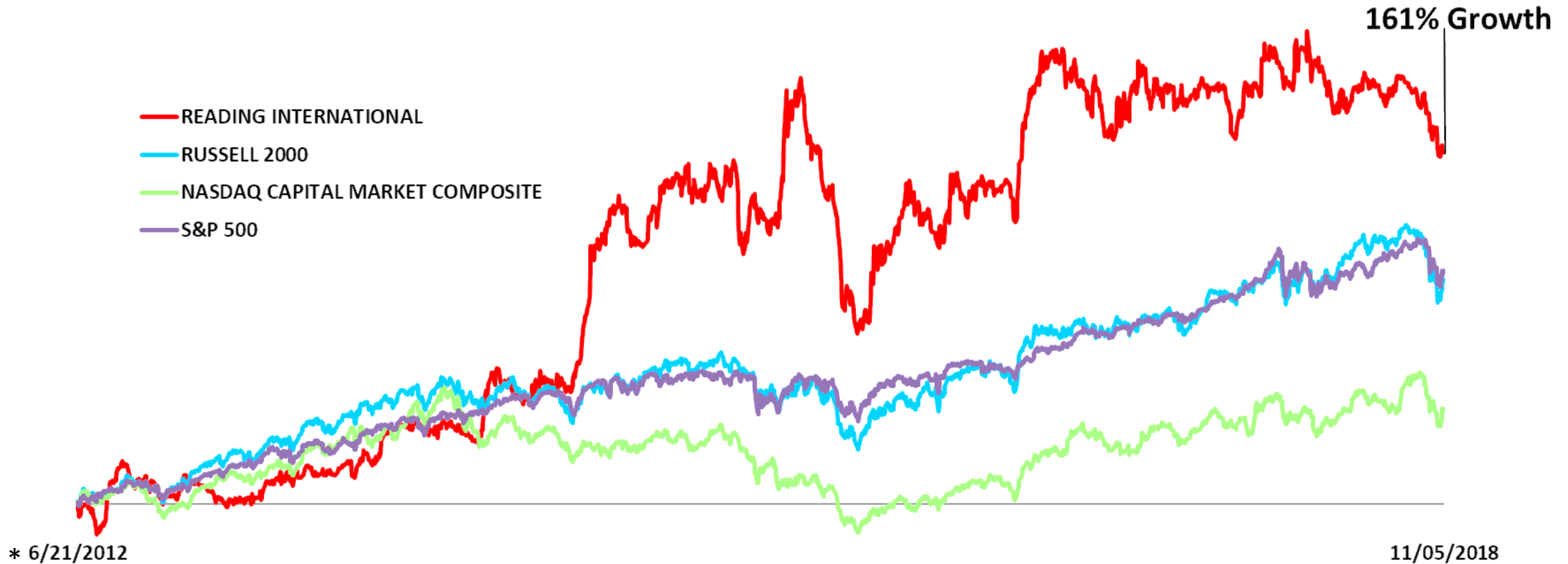
TWO SYNERGISTIC BUSINESSES



OPERATING IN THREE STRONG ECONOMIES

# TOTAL STOCKHOLDER RETURN - RDI CLASS A SINCE JUNE 21, 2012: CONTINUOUS INCLUSION ON RUSSELL INDEX\*

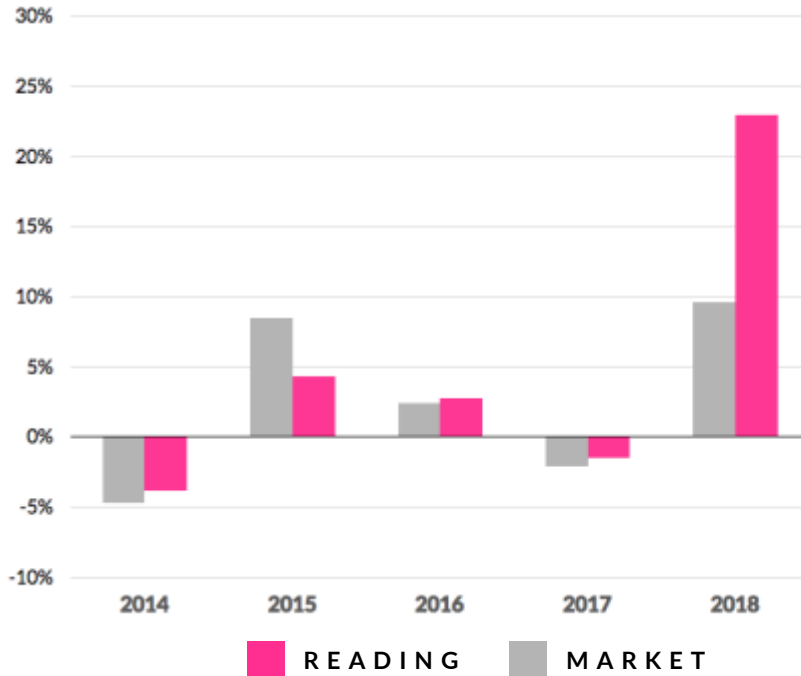
TSR%



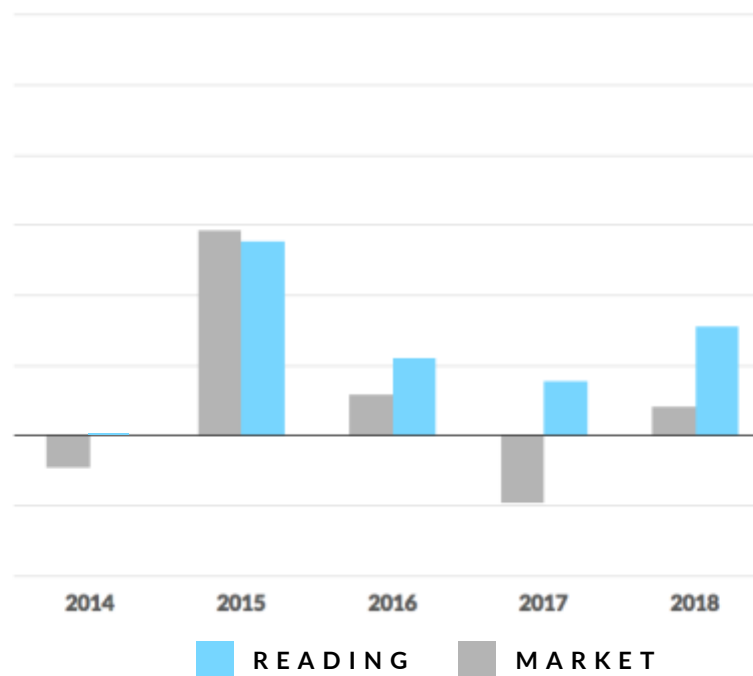
# THE EXECUTION OF OUR CAPITAL INVESTMENT AND OPERATING STRATEGIES DRIVES READING'S 2018 STRONG INDUSTRY PERFORMANCE

## BOX OFFICE RESULTS

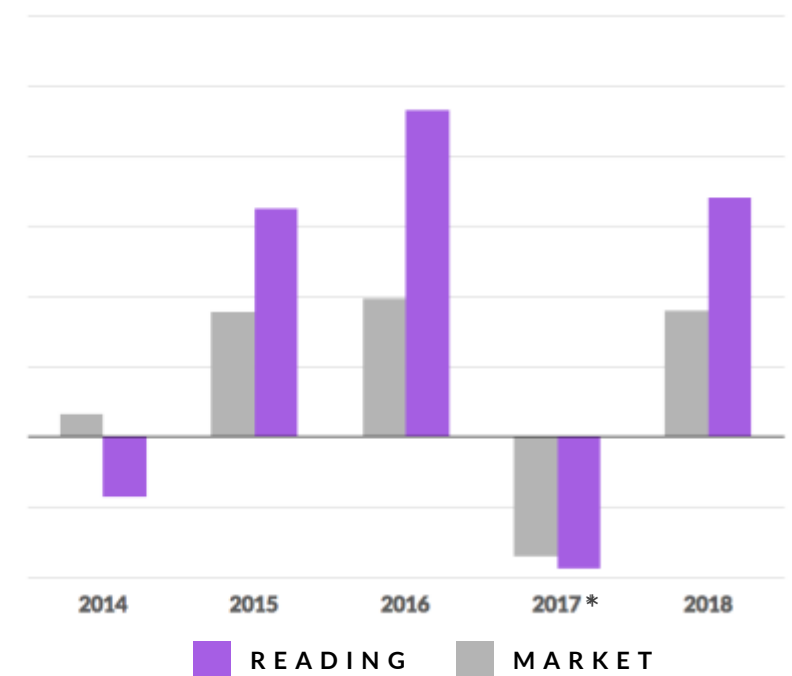
### UNITED STATES



### AUSTRALIA



### NEW ZEALAND



\* Q4 2016 NZ Wellington earthquake adversely impacted 2017 results

2018 Box Office results are YTD September 30, 2018



CONSOLIDATED  
THEATRES



**CITY**  
CINEMAS

# GLOBAL CINEMA STRATEGY

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- Re-invest in existing portfolio
- Improve Operating Income
- Pursue Company growth through acquisitions and new developments

## GLOBAL CINEMAS

### COMFORT & DESIGN

- Offer luxury recliner seating
- Create uniquely designed venues

### SIGNATURE PROGRAMMING

- Curate film and event programming tailored to our audiences

### ENHANCING FOOD & BEVERAGE

- Craft food & beverage options to match our markets

### PREMIUM TECHNOLOGY

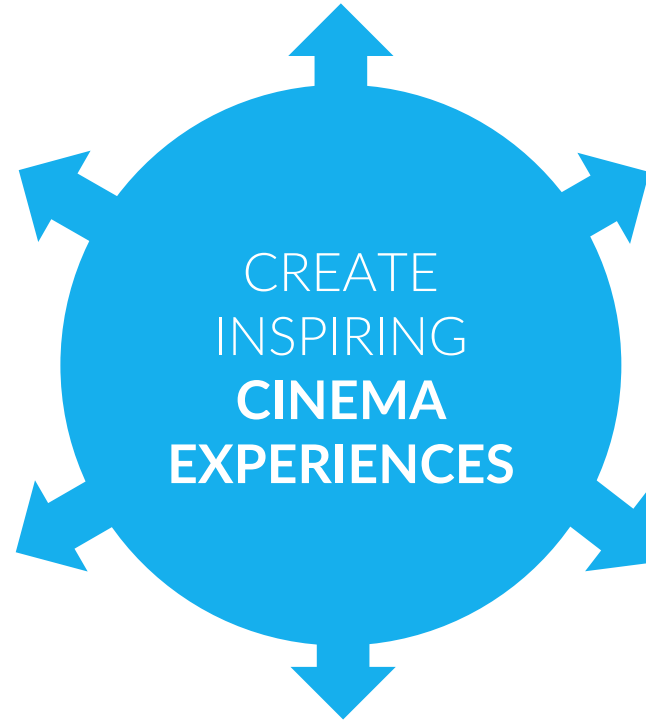
- Feature state-of-the-art presentation
- Engage guests through digital and social platforms

### LOYALTY & PRICING

- Build guest loyalty through service goodwill & value
- Offer innovative ticketing structures

### ACHIEVING EFFICIENCY

- Work assets harder by finding and implementing operational efficiencies



# FOUNDATION FOR GLOBAL CINEMA STRATEGY • SOLID THEATRICAL STUDIO SLATE

2019



2020



- Major Studios anticipated to deliver another record Box Office year in 2018
- Expect strong slate from Major Studios in 2019 and 2020
- Event films drive premium experience **TITAN LUXE**

# SPECIALTY FILM CONTINUES TO SUPPORT ANGELIKA BOX OFFICE • STRONG 2019 SLATE



Specialty film companies will continue to take risks and explore new stories and perspectives that the major studios may not

## US CINEMAS - ANGELIKA BRAND RELIES ON DOCUMENTARIES, INDEPENDENT & FOREIGN LANGUAGE FILMS

- Fox Searchlight supported in Disney/Fox merger
- Sony Pictures Classics and Focus Features continue to be supported by studio parent
- A24, Neon, Bleeker Street
- Amazon, Netflix





## **RECLINER SEATING DRIVES ATTENDANCE**

- Luxury Recliner Seating in 56% of US screens by 2020
- Luxury Recliner Seating in 31% of AU/NZ screens by 2020

# PREMIUM PRESENTATION DRIVES READING BOX OFFICE

Percentage of cinemas  
with at least one premium screen  
by end of 2018

- 26% in US
- 41% in AU/NZ

Percentage of cinemas  
with at least one premium screen  
by end of 2020

- 33% in US
- 52% in AU/NZ

**TITAN LUXE**  
DOLBY ATMOS®

## ENHANCING FOOD & BEVERAGE MENUS

By the end of **2018**,

- 14 theaters (52% of US circuit) to offer elevated food through improved kitchen facilities
- 12 theaters (44% of US circuit) to sell beer, wine and/or liquor

By the end of **2020**, we anticipate

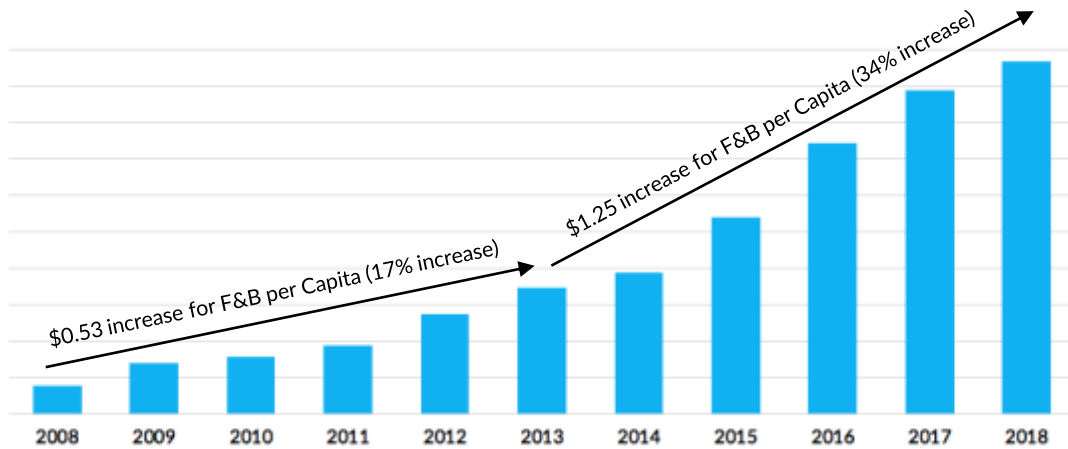
- An additional 5 theaters will offer elevated food through improved kitchen facilities
- An additional 6 theaters will sell beer, wine and/or liquor



UNITED STATES  
CINEMAS

# CRAFTED FOOD & BEVERAGE DRIVES REVENUE

## US CINEMAS F&B PER CAPITA



2018 results are YTD September 30, 2018



## ENHANCING FOOD & BEVERAGE MENUS

By the end of **2018**,

- 11% of AU/NZ circuit (22 screens) to feature Gold Lounge service
  - *Writers serve both elevated food and liquor in intimately sized auditoriums driving higher ticket prices*
- 10% of AU/NZ circuit (21 screens) will be branded Premium auditoriums
  - *Typically, elevated food and liquor can be enjoyed in recliner seats*

By the end of **2020**, we anticipate

- Adding more Gold Lounge and Premium auditoriums- potential for up to 25 screens
- Adding liquor menu to substantially all Reading Cinemas, subject to applicable laws

Existing F&B strategy includes adding tap and craft beer to Premium auditoriums, re-vamping Gold Lounge menus, creating movie-themed menus and improved digital marketing



## INVESTING IN OUR CINEMA PORTFOLIO

### United States

- **2018** expected to be invested \$15M - \$18M
- **2019 & 2020** expected to be invested \$35M - \$38M

### Australia

- **2018** expected to be invested \$6M - \$7M
- **2019 & 2020** expected to be invested \$17M - \$18M

### New Zealand

- **2018** expected to be invested \$1M - \$2M
- **2019 & 2020** expected to be invested \$5M - \$6M

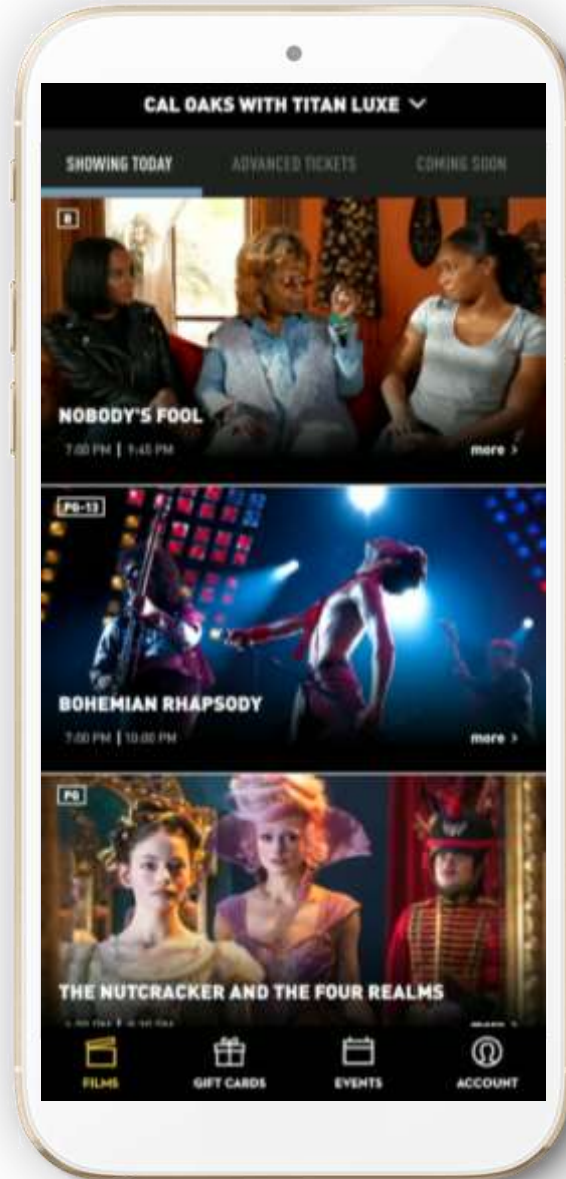


## INNOVATIVE PRICING IMPROVES ATTENDANCE

- In AU/NZ, a compelling value-based ticket pricing structure, with a simple, clear marketing plan, continues to be the foundation for circuit distinction and strength
- US pricing decisions made market-by-market, due to geographic and programming diversity of circuit
- Attendance improved significantly in select US Cinemas where we launched reasonably priced general admission ticket structure, coupled with concession discounts



**\$12** **STANDARD  
TICKETS**



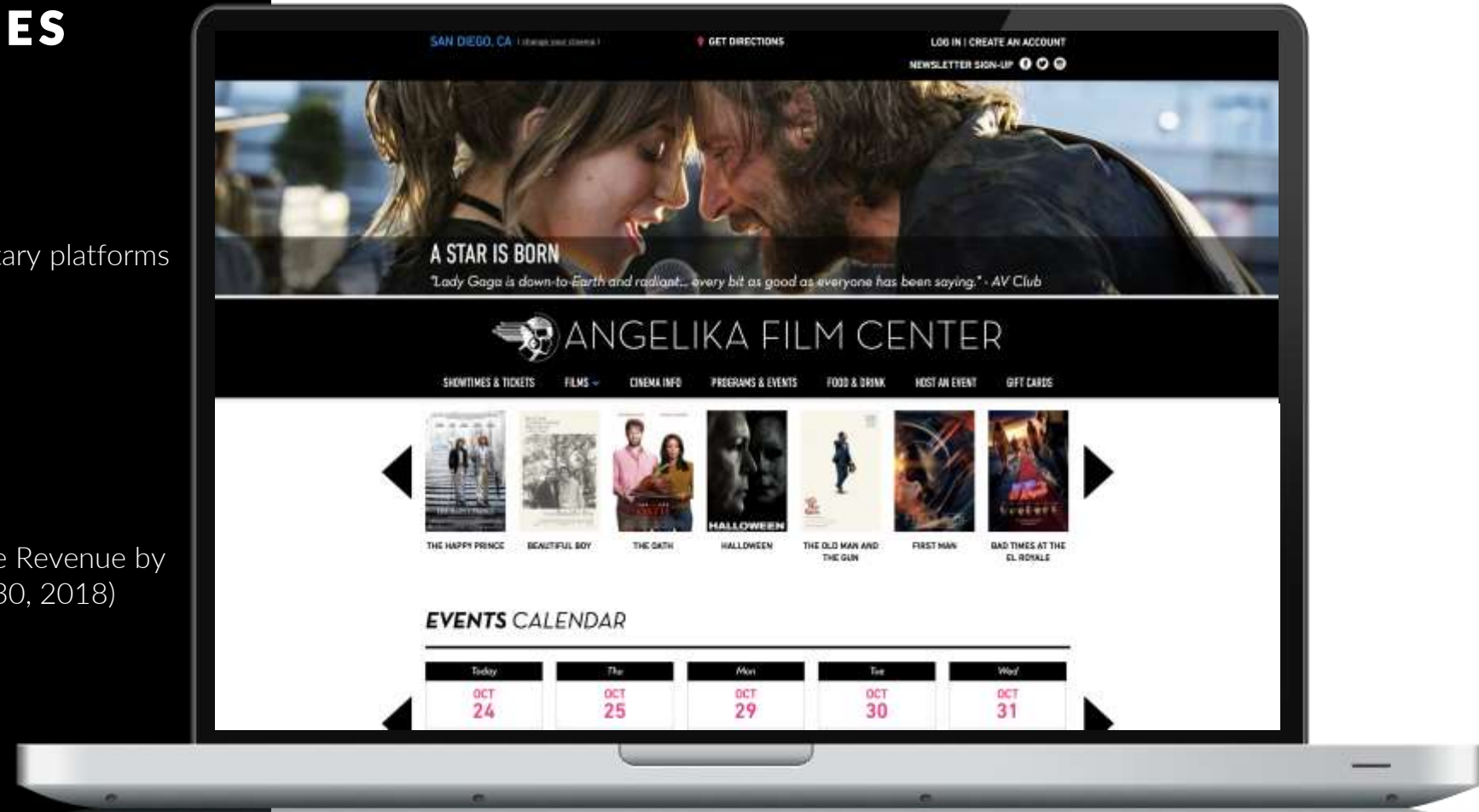
## DIGITAL MARKETING DRIVES REVENUES

- Fully deployed US Cinemas Mobile App in Q4 2017
- Soft launching AU/NZ Cinemas Mobile App by end of 2018
- Implement reserved seating across most global cinemas by end of 2019
- Improving and expanding social media platforms globally
- Launched sale of e-gift cards in US in Q1 2018 and targeting AU/NZ launch in 2019
- Revamp global cinema websites by end of 2019



## ONLINE TICKET SALES IMPROVE TOTAL CINEMA REVENUES

- Online ticket sales on multiple proprietary platforms in US, AU and NZ
  - Websites
  - Mobile Apps
  - Social Media
  - Loyalty Programs
- Increased Global Net Convenience Fee Revenue by 57% to \$4.2M over TTM (September 30, 2018)



## CURATED PROGRAMMING

- Continue to generate incremental revenues through the curation of signature programming
- Alternative Content emphasis
  - Japanese anime, foreign language films, music movies, cultural events
  - Exclusively programmed repertory series, coupled with events or engagements
- Executed by our global programming and marketing teams
  - Our simple marketing formulas are easily overlaid across our programs, series, titles & events
  - Booked in advance and marketed across our own platforms, with no incremental advertising spend





## CONTINUED DISCIPLINED APPROACH TO PURSUING NEW OPPORTUNITIES

- Three new Reading Cinemas are expected to be built in Australia over the next few years
  - Traralgon, outside of Melbourne (5 screens with 2 Premium auditoriums) – Expected to open 2019
  - South City Square, Brisbane (8 screens with 3 Gold Lounge auditoriums) – Expected to open 2021
  - An additional unannounced Reading Cinemas in AU – Expected to open 2019
- Continue to explore the acquisition of reasonably sized US cinema circuits. However, to date, prices have exceeded our investment criteria. We remain a disciplined buyer
- In the US, continue to explore new leasing opportunities with a focus on expansion of the Angelika brand



# READING PROPERTY

READING INTERNATIONAL INC

newmarket  
VILLAGE

THE  
BELMONT  
COMMON

AUBURN  
REDYARD

CANNON PARK

 Courtenay Central

  
44 UNION SQUARE

5995 SEPULVEDA

## GLOBAL REAL ESTATE STRATEGY

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- Unlock embedded and organic value in our existing real estate portfolio
- Reposition and incrementally build and develop a strong, diversified real estate portfolio
- Leverage operational and marketing strategies in our AU/NZ centers with anchor tenant, Reading Cinemas, to drive growth and profitability: bring the benefits of our customer oriented “curated” style to our retail assets

## GLOBAL REAL ESTATE

BUILD LONG-TERM VALUE FOR OUR STOCKHOLDERS BY MAXIMIZING THE VALUE IN OUR EXISTING REAL ESTATE PORTFOLIO, WHILE PURSUING NEW OPPORTUNITIES THAT MEET OUR INVESTMENT CRITERIA

### PORTFOLIO

- Assemble a more complementary tenant mix to better serve our customers
- Reposition & renovate portfolio to generate incremental rental income

### ACQUISITIONS

- Pursue acquisitions that naturally enhance our existing portfolio



LONG TERM  
VALUE FOR  
STOCKHOLDERS

### OPERATIONS

- Actively manage our properties to generate further operational efficiencies

### SPACE

- Create spaces (interior & exterior) that inspire and connect communities

### INITIATIVES

- Implement leasing initiatives to maximize property returns
- Identify marketing strategies to engage & enrich experiences



# newmarket

V I L L A G E



- Completed expansion in December 2017
  - New 8 screen state-of-the-art Reading Cinemas with TITAN LUXE opened December 2017
  - 10,150 SF of new Food & Beverage Retail created
  - 7 new restaurants open and trading, terms have been agreed for final tenancy, expected opening Q1 2019
- Expansion project increased the incremental net leasable area by 57%, which includes Reading Cinemas space
- Significant increase in capital value of Newmarket Village

AUSTRALIA  
PORTFOLIO

# AUBURN REDYARD

## STRATEGIC ACQUISITION COMPLETED OCTOBER 2018

- Acquired building owned and occupied by ASX listed Telstra Corporation
- The Telstra property abuts Redyard on three sides and offers an expansive frontage to Parramatta Road
- Net leasable area of building is 16,830 SF, currently on one level
- Current zoning allows for a six-level building
- \$3.5 million purchase price, with 4-year leaseback to Telstra that expires in Q3 2022



AUSTRALIA  
PORTFOLIO

# AUBURN REDYARD

SINCE 2017, ADDED SIX NEW  
INCREMENTAL TENANCIES  
AND UPGRADED CENTER

- Including the Telstra property, an incremental 31,549 SF of net leasable area added since Jan 2017
- 53% incremental increase in third-party net leasable area
- Completed major upgrade of common areas in Q2 2018
- Renovated Reading Cinemas by adding TITAN LUXE and 3 Premium auditoriums
- The recent investment in and repositioning of Redyard will lead to stronger tenancy demand and an improved retail mix





THE  
BELMONT  
COMMON

- Re-configured existing leasable area to create more efficient layout
- Constructed and opened three new leading restaurants between Q3 2017 and Q2 2018
- Completed renovation of Reading Cinemas by adding two Premium auditoriums
- Finalizing LOI for remaining tenancy (1,150 SF) to restaurant operator



## PROGRESSING RE-IMAGINATION PLANS

### 2018

- Rationalized land ownership control by acquiring 163,000 SF of common title land
- Developing Site Master Plan and supporting Feasibility Analysis to
  - Upgrade Reading Cinemas
  - Add 2,400 SF of incremental Retail Area
  - Upgrade Common Area
- Pop-Up leasing during property re-positioning

### 2019

- Present Master Plan and Feasibility to Board
- Lodge Town Planning Development Application
- Advance detailed design documentation
- Construction tender
- Re-negotiate and re-position existing leases

### 2020

- Commence construction Q1-20
- Complete construction and launch the re-imagined Cannon Park Q4-20



## NEW ZEALAND PORTFOLIO

### COURTENAY CENTRAL WELLINGTON IS THRIVING

- Significant Public and Private Investment
  - City Council confirms proposed Convention Centre (across the street from Courtenay Central) to break ground in 2019
  - “Let’s Get Wellington Moving”: Governmental plans include NZ\$230M to upgrade city’s transit infrastructure
  - Tourism strong. Total annual airport passengers nearly 6 million, with overseas travelers doubled to over 900,000 in 2018
  - At least two new hotels planned in Wellington area and at least two existing hotels being renovated
- Wellington recognized in 2018 as #1 Most Liveable City in the World (Deutsche Bank)



## PROGRESSING RE-IMAGINATION PLANS

- Resolving Seismic and Reclaimed Land issues for each part of Project
- “Work-in-Progress” Feasibility continues to explore
  - Hotel
  - Incremental entertainment retail space
  - Upgraded premium Countdown Supermarket
  - Additional complementary retail in Wakefield building
  - 9 level Car Park (approx. 800 spaces)
  - Ground floor of Car Park activated with retail
  - Upgraded existing center offering food hall concept
  - Improving existing Reading Cinemas to “best-in-class” status
  - Creative office space





## THE COURTYARD

### AN INDOOR FOOD & ENTERTAINMENT HUB: KEEPING COURTENAY CENTRAL COMPELLING DURING TRANSITION

- Creating a local food scene
  - Eight eclectic, local street food vendors, with a waiting list
  - Filipino, Vietnamese, Indonesian, Spicy Nashville BBQ, Mexican
- Part of Wellington's arts culture
  - Venue for the New Zealand International Film Festival - Q2 2018
  - Hosted Summer Shakespeare The Comedy of Errors - outdoor performances in the Car Park - Q1 2018
  - Home to the Scruffy Bunny Improv Theater, Wellington's first venue dedicated to improv
  - Venue for Wellington's popular top Craft Market
  - Exclusive Wellington venue for German Engineered Virtual Reality Attraction - the Hologate
- Increasing foot traffic
  - Currently, attracting over 48,000 weekly visitors (locals and tourists)
  - Foot traffic has increased 31% in the past 8 months



## ENGAGING AND ENRICHING OUR COMMUNITIES

Our marketing team transforms our centres into exciting community spaces delivering memorable in-centre experiences

- Support our tenants – retailers, restaurants, services
- Support our communities
- Engage via our digital/social platforms
- Create synergies between our Reading Cinemas and other tenants





FUTURE LONG-TERM  
VALUE CREATION PROJECT

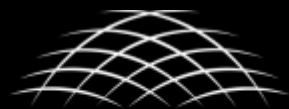
## 70.4 ACRES OF UNDEVELOPED LAND IN NEW ZEALAND'S FASTEST GROWING INDUSTRIAL MARKET

Together with adjoining landowners - Southern Gateway Consortium - we have collaborated with governmental agencies to facilitate major industrial development on our properties by completing initial master-planning and industrial zoning

- Prime location with close access to:
  - Two major state highways
  - Auckland's International Airport
  - Auckland Wiri Freight Hub
  - New Manukau Train Station
- Prior to any operational activities (excluding construction), Auckland City Council requires certain roading infrastructure completed by landowners
- Southern Gateway Consortium collaborating with governmental agencies with a view to delivering infrastructure requirements by 2020
- Limited supply of vacant development sites in the face of increased land scarcity, rising demand and property value impacts

With enough scale to take advantage of existing master-planning and recently achieved industrial zoning, a major business park or industrial estate could be developed on any of (or all of) the properties controlled by the Southern Gateway Consortium

— VALUE CREATION  
PROJECT



# 44 UNION SQUARE

## **AN IRREPLACEABLE NYC PROPERTY**

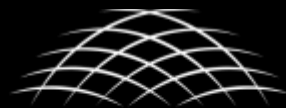
73,322 SF (INCLUDING BOMA ADJUSTMENTS)

- Supporting Building Structure substantially complete
  - Concrete superstructure (floors, columns, beams) and exterior façade completed
  - Installation of Iconic Glass Dome commences November 2018 and is expected to be substantially completed by Q1 2019
  - Mechanical, electrical, plumbing and core & shell work to be completed by Q2 2019
- Q1 2019 – Expected delivery of tenant spaces for early start of tenant improvement work





— VALUE CREATION  
PROJECT



# 44 UNION SQUARE

## **AN IRREPLACEABLE NYC PROPERTY** 73,322 SF (INCLUDING BOMA ADJUSTMENTS)

- Retail leasing efforts continue with ongoing interest from potential full floor and multi-floor users
- Overall Manhattan office leasing market is strong
  - Midtown South submarket experienced record setting Q3 2018 asking rents
- While Manhattan retail market reflects overall retail trends, RDI remains confident in its newly constructed corner flagship space on Union Square in New York City



FUTURE LONG-TERM  
VALUE CREATION PROJECT

**READING VIADUCT & ADJACENT PROPERTIES**  
PHILADELPHIA, PA



- Our Reading Viaduct is 3,200 feet in length and at least 70 feet wide. We also own several small parcels (which all have air rights) adjacent to the Viaduct
- June 2018 - Center City District completed Phase One of the Philadelphia's new elevated Rail Park

- Surrounding neighborhoods are undergoing renewal
- We are discussing options with City Center with goal of creating long term value for stockholders

## 50% MANAGING INTEREST IN 202 ACRES OF UNDEVELOPED LAND COACHELLA, CA

- Located immediately south of Interstate 10 and east of Highway 86 in Coachella Valley
- Current zoning for 50 acres of high density mixed-use and 150 acres of single family residences
- As we maintain the 202 acres, we continue to monitor the market and explore strategic alternatives for the property
- Signs of recent economic growth in Coachella Valley, home of the Coachella Valley Music and Arts Festival and Stagecoach
  - Hotel Indigo Resort, a potential year-around destination, recently announced
  - New Library and Conference Center opened October 2018 in downtown Coachella



## LIVE THEATRE PORTFOLIO

## MINETTA LANE THEATRE NEW YORK CITY



- In May 2018, Audible Inc., a subsidiary of Amazon and the leader in audiobooks, announced that the Minetta Lane would be its creative home for live productions in New York
- Since June 2018, Audible has been producing limited run productions and one night only exclusives at the Minetta Lane



## ORPHEUM THEATRE NEW YORK CITY



- In February 2019, STOMP celebrates its 25<sup>th</sup> year at the Orpheum
- Continue to work collaboratively with STOMP producers

## ROYAL GEORGE THEATRE CHICAGO



- Continue to book regional and local productions
- Reviewing options for restaurant space that suffered fire



# FINANCIAL REVIEW

PRESENTED BY DEV GHOSE  
*Executive Vice President & Chief Financial Officer*

## SUMMARY FINANCIAL DATA

STATEMENT OF OPERATIONS	YEAR ENDED DECEMBER 31,	
	2017	2016
(\$ in thousands, except per share data)		
Revenues	\$279,734	\$270,473
Operating Income	20,561	20,311
Interest Expense, net	6,194	6,782
Income Taxes	3,337	4,020
Net Income Attributable to Common Shareholders	30,999	9,403
Earnings Per Share – Attributable to Common Shareholders	1.35	0.40
EBITDA <sup>(1)</sup>	\$57,472 <sup>(1)</sup>	\$35,894

Source: Form 10-K for year ended December 31, 2017.

(1) 2017 includes gain on sale of assets amounting to \$9.4 million and casualty gain of \$9.2 million.

## SUMMARY FINANCIAL DATA

STATEMENT OF OPERATIONS	NINE MONTHS ENDED SEPTEMBER 30,	
	2018	2017
(\$ in thousands, except per share data)		
Revenues	\$ 234,395	\$ 208,037
Operating Income	18,849	17,012
Interest Expense, net	5,132	5,310
Gain On Sale Of Assets	-	9,417
Gains On Insurance Recoveries	-	9,217
Income Taxes	4,618	8,316
Net Income Attributable to Common Shareholders	9,405	23,677
Earnings Per Share - Attributable to Common Shareholders	0.41	1.02
EBITDA <sup>(1)</sup>	\$ 35,860	\$ 49,427 <sup>(1)</sup>

Source: Form 10-Q for the quarter ended September 30, 2018.

(1) For the nine months ended September 30, 2017, the gain on sale of assets of \$9.4 million and gain on insurance recoveries of \$9.2 million is included.

## SUMMARY BALANCE SHEET

(\$ in thousands)	09/30/2018	12/31/2017	12/31/2016
Cash and Cash Equivalents	\$ 15,714	\$ 13,668	\$ 19,017
Receivables	7,306	13,050	8,772
Other Current Assets	6,624	6,757	44,852
<b>Total Current Assets</b>	<b>29,644</b>	<b>33,475</b>	<b>72,641</b>
Operating Property, Net	261,139	264,724	211,886
Land Held for Sale	-	-	-
Investment and Development Property, Net	80,086	61,254	43,687
Investment in Unconsolidated Joint Ventures and Entities	5,045	5,304	5,071
Other Assets	59,743	58,646	72,481
<b>Total Assets</b>	<b>\$ 435,657</b>	<b>\$ 423,403</b>	<b>\$ 405,766</b>
<b>Total Current Liabilities</b>	<b>\$ 54,270</b>	<b>\$ 80,446</b>	<b>\$ 65,986</b>
Long Term Notes Payable	133,231	94,862	115,707
Subordinated Debt	27,584	27,554	27,340
Other Long Term Liabilities	40,709	38,923	50,118
<b>Total Stockholders Equity</b>	<b>179,863</b>	<b>181,618</b>	<b>146,615</b>
<b>Total Liabilities &amp; Stockholders Equity</b>	<b>\$ 435,657</b>	<b>\$ 423,403</b>	<b>\$ 405,766</b>

Sources: Form 10-Q for the quarter ended September 30, 2018 and Form 10-K for the year ended December 31, 2017.



## READING INTERNATIONAL DEBT

### Debt Summary

AS OF SEPTEMBER 30, 2018

(\$ in thousands)	Corporate and/or Property Debt	Expiration Year	Contractual Capacity	Capacity Used	Unused Capacity
Trust Preferred Securities	C	2027	\$ 27,913	\$ 27,913	\$ -
U.S. Corporate Office	P	2027	9,552	9,552	-
Union Square Construction Financing	P	2019	57,500	25,852	31,648 <sup>(2)</sup>
Bank of America	C	2019 <sup>(4)</sup>	60,000	35,500	24,500
Bank of America Digital Projectors Loan	C	2019	3,221	3,221	-
Cinema 1, 2, 3	P	2019 <sup>(3)</sup>	19,191	19,191	-
National Australia Bank <sup>(1)</sup>	C	2019 <sup>(4)</sup>	48,133	38,361	9,772
Westpac Bank <sup>(1)</sup>	C/P	2019 / 2018 <sup>(4)</sup>	35,166 <sup>(2)</sup>	-	35,166 <sup>(2)</sup>
Minetta & Orpheum	P	2023	7,500	7,500	-
<b>Total</b>			<b>\$ 268,176</b>	<b>\$ 167,090</b>	<b>\$ 101,086</b>

Source: Form 10-Q and Press Release for the quarter ended September 30th, 2018.

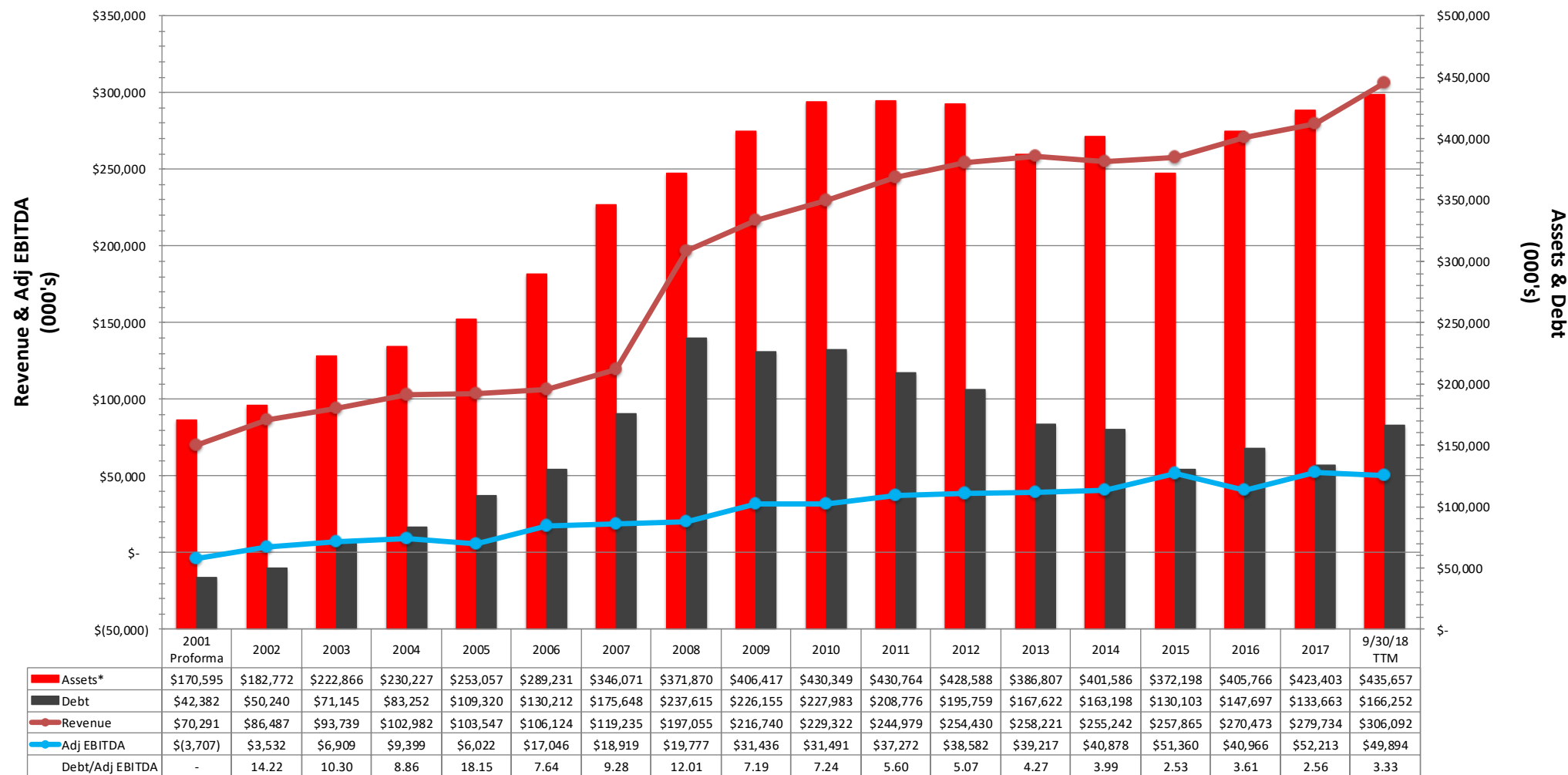
(1) The borrowings are denominated in foreign currency. The contractual capacity and capacity used were translated into U.S. dollars based on the applicable exchange rates as of September 30, 2018.

(2) The \$31,648 and \$11,943 (of the \$35,166) in unused capacity is restricted for capital projects for Union Square development uses and construction funding for New Zealand operations, respectively.

(3) Intent to extend to 2020.

(4) Renewals are in process.

## 2001-2018 YEARLY FINANCIAL TREND in US\$



**Notes:**

Data presented above have been adjusted to reflect adjustments, if any, to prior years based on the latest K's and Q's.

Gain on sales of assets for 2015 and 2016 were \$11.0M and \$0.4M respectively, and have been included for purposes of determining Adjusted EBITDA.

2017 includes \$9.4M for gain of sales of assets and \$9.2M for gain on insurance recoveries.

\*Asset Value reflects amounts set forth in Reading public filings (10-Ks and 10-Qs). In many instances, the amounts do not reflect today's market values or take into account potential development value.



**READING**  
INTERNATIONAL

THANK YOU