

# 2022 ANNUAL MEETING OF STOCKHOLDERS

**DECEMBER 15, 2022** 

## 2022 ANNUAL MEETING OF STOCKHOLDERS – AGENDA

l.	WELCOME AND INTRODUCTIONS	MARGARET COTTER Chair, Serving as Presiding Officer
II.	ESTABLISHMENT OF SATISFACTION OF MEETING PREREQUISITES (SATISFACTION OF NOTICE AND QUORUM REQUIREMENTS); MEETING CALLED TO ORDER	S. CRAIG TOMPKINS Executive Vice President and General Counsel, Serving as Annual Meeting Secretary
III.	REVIEW OF MEETING PROCEDURES	S. CRAIG TOMPKINS Annual Meeting Secretary
IV.	<ul> <li>PRESENTATION OF PROPOSALS AND DISCUSSION;</li> <li>OPENING OF POLLS</li> <li>Proposal 1 – To elect Five (5) Directors to serve until our Company's 2023 Annual Meeting of Stockholders or until their successors are duly elected and qualified.</li> <li>Proposal 2 – Independent Auditor Ratification – To ratify the appointment of Grant Thornton, LLP as our Company's Independent Registered Public Accounting firm for the fiscal year ended December 31, 2022.</li> <li>Proposal 3 – Advisory Vote on Executive Officer Compensation – To approve, on a non-binding, advisory basis, the executive compensation of our Named Executive Officers.</li> </ul>	S. CRAIG TOMPKINS Annual Meeting Secretary

#### 2022 ANNUAL MEETING OF STOCKHOLDERS – AGENDA

V.	VC	TING

VI. REVIEW AND ANNOUNCEMENT OF PRELIMINARY VOTING SY RESULT

SYLVIA MORALES
Computershare
Inspector of Elections

V ADJOURNMENT OF ANNUAL STOCKHOLDERS MEETING

MARGARET COTTER
Presiding Officer
Chair

## VIII. MANAGEMENT PRESENTATION AND QUESTION & ANSWER SESSION

 Questions may be sent using the Meeting Text Function at any time during the meeting. ELLEN M. COTTER

President & Chief Executive Officer

**GILBERT AVANES** 

Executive Vice President, Chief Financial

Officer and Treasurer

ANDRZEJ J. MATYCZYNSKI

Executive Vice President – Global

Operations



#### DISCLAIMERS

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.

This presentation is intended to summarize the projects on which we are working and our plan for moving our Company forward.

Many of the projects are in their early stages and will be subject to various Governmental and Board approvals. Accordingly, no assurances can be given that the plans discussed herein will be achieved.

We are a diversified international company and, for risk management and other business reasons, operate and hold our assets through and in various subsidiary entities. Accordingly, when using terms such as "we," "our" or "us," we are using such terms to include our company on a consolidated basis and not to negate, undercut or adversely impact the legal separateness of such subsidiaries.

#### FINANCIAL RECONCILIATIONS

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 (loss) 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.

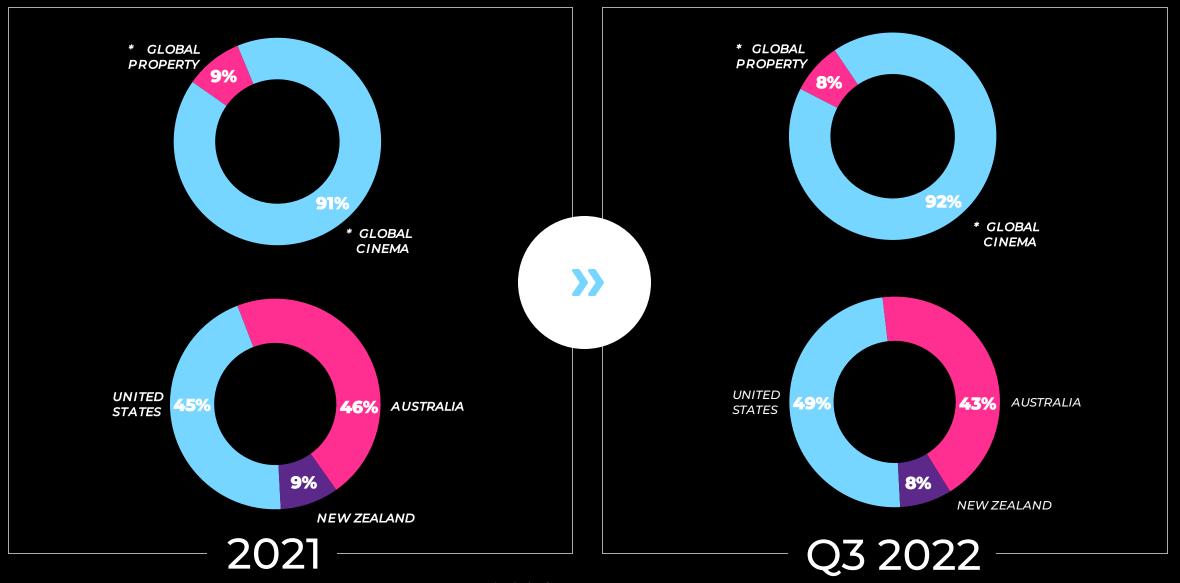
EBITDA also fails to take into account the cost of interest and taxes. Interest is clearly a real cost that for us is paid periodically as accrued. Taxes may or may not be a current cash item but are nevertheless real costs that, in most situations, must eventually be paid. A company that realizes taxable 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.

Adjusted EBITDA. Using the principles we consistently apply to determine our EBITDA, we further adjust EBITDA for certain items we believe to be external to our core business and not reflective of our costs of doing business or results of operation. Such items may include (i) legal expenses relating to extraordinary litigation and (ii) any other items that can be considered non-recurring in accordance with the two-year SEC requirement for determining an item is non-recurring, infrequent or unusual in nature.

REAL ESTATE				CINEMA				
		14,000 SF  2 Off Broadway Live Theatre fee properties in NYC	24,000 SF  Office building in Culver City, CA (50% rented to third-party)	UNITED STATES	23 Locations 228 Screens	<b>14<sup>th</sup></b> Largest Exhibitor*	Brands: Reading Cinemas, Consolidated Theatres, Angelika Film Center	<ul> <li>Operations in 7 states (including D.C)</li> <li>Leading specialty exhibitor with Angelika brand and a market leader in Hawaii</li> </ul>
738,115 SF 3 mixed-use centers anchore by Reading Cinemas and 7 other third-part tenants	2 pa ed improv Reading 1	<b>24 SF</b> rcels red with Cinemas	8,956 SF  Office building in Melbourne CBD (one third-party tenant)	AUSTRALIA	27 Locations 207 Screens	<b>4th</b> Largest Exhibitor*	<b>Brands:</b> Reading Cinemas, State Cinema by Angelika	• Two new cinemas in 2023 pipeline
161,082 SF  Mixed-use center anchored by Reading Cinemas, parking lots and 2 other third-party tenants  113,828 SF 3 parcels improved with Reading Cinemas and 1 third-party tenant			NEW ZEALAND	12 Locations 70 Screens	<b>z</b> rd Largest Exhibitor*	<b>Brand:</b> Reading Cinemas	<ul> <li>One renovated cinema reopened on 11/24/2022</li> <li>Wellington location temporarily closed for seismic reasons</li> </ul>	

# SYNERGISTIC DIVERSIFICATION STRATEGY SUPPORTS LONG TERM VALUE REALESTATE & CINEMAREVENUE

(Diversified by business line and geography)



#### OUR MISSION

# STRATEGICALLY DRIVE THE DEVELOPMENT AND OPERATION OF OUR GLOBAL REAL ESTATE AND CINEMA ASSETS TO CREATE LONG-TERM STOCKHOLDER VALUE

BY STRATEGICALLY MONETIZING FIVE PROPERTIES IN 2021, WE PROTECTED OUR STOCKHOLDERS AND NAVIGATED THE IMPACTS OF PANDEMIC SHUTDOWNS, PRESERVING OUR FOUNDATION FOR:

- (i) FUTURE CINEMA RECOVERY AS AUDIENCES AND A MORE ROBUST HOLLYWOOD RELEASE SCHEDULE RETURN; AND
- (ii) WHILE MINDFUL OF CAPITAL CONSTRAINTS, CONTINUED FOCUS ON BUILDING LONG-TERM VALUE IN OUR REAL ESTATE PORTFOLIO.

## DUE TO THE 2021 ASSET MONETIZATIONS, WE CONTINUED OUR RECOVERY FROM UNPRECEDENTED COVID-19 CRISIS IN 2022

- Unlike many other cinema and real estate companies, we protected our stockholders and did not issue equity thereby diluting existing stockholder positions (except nominal amounts under existing compensation programs).
- Because of ineligibility for U.S. federal funding through Shuttered Venue Grant program, through 2021, we unlocked \$142 million in cash through the strategic sale of five real estate assets not generating significant cash flow.
- As of September 30, 2022, we had \$39.6 million in cash and equivalents.
- Major cash uses 2021-2022
  - Reduced our overall debt by over 20% (or \$56.5 million) since June 30, 2020 when our debt balance was \$275.9 million. As of September 30, 2022, our global debt balance was \$219.4 million.
  - o Paid all transaction costs and applicable taxes related to asset monetizations.
  - o Completed the landlord's work for our international retail tenant at 44 Union Square in NYC (three levels) which allowed for cash rent to begin in Q4 2022.
  - o Completed 15 tenant fit outs in AU for new third-party property tenants over 2021-2022.
  - o Opened three new Reading Cinemas in AU, completed 1 cinema renovation in AU, one cinema renovation in NZ and two cinema renovations in U.S.
  - o Launched F&B online ordering and new Reading Cinemas app in both AU and NZ.
  - o Launched free to join Angelika Membership program in U.S.
  - Obtained 4 new liquor licenses through the global circuit.
  - Except for the closure of one non-performing theater in Hawaii, maintained operation of all of our 62 pre-pandemic global cinemas.
  - o Maintained global corporate G&A infrastructure (cinema and real estate) through 2021-2022, providing the foundation for the Company's continued recovery in 2023.

## COMMITED TO PRESERVING LONG-TERM STOCKHOLDER VALUE

DUAL BUSINESS STRATEGY Real Estate & Cinemas	Pre-COVID, our stable cinema cash flows enabled the growth of our real estate portfolio without disproportionately increasing our debt levels.  With no eligibility for U.S. federal funding through the Shuttered Venue Grant program, we monetized five real estate assets in 2021 at compelling prices to replace cinema cash flows, pay down debt, fund capital commitments and maintain our G&A infrastructure.  Our cinema business is recovering, and we continue to execute on our long-term conservative strategies to build our real estate portfolio.
INTERNATIONAL DIVERSIFICATION Australia, New Zealand & United States	RDI maintains sizable operations and assets in three countries - AU, NZ & US  Through the ebbs and flows of the pandemic, we were able to strategically rely on various geographies as required. At the start of COVID-19, our AU and NZ assets provided some stability. As the US rolled out vaccinations in early 2021, our US assets were able to help support our global infrastructure.
STRONG BALANCE SHEET Supported by Real Estate Portfolio	In addition to almost \$230 million in tangible real estate assets (valued on a historic cost basis), RDI's balance sheet, as of September 30, 2022, reflects cash and cash equivalents of \$39.6 million.  Diversified Property Portfolio – mixed-use centers, entertainment properties, office space and historic RDI viaduct and ancillary properties.
EXPERIENCED MANAGEMENTTEAM Disciplined approach to growth	Our Management team, with years of experience in both the real estate and exhibition industries, is ready to continue preserving the value in our real estate portfolio and is poised to usher our cinema business to recovery post COVID-19.  Today, our disciplined approach to cinema expansion, which stopped us from paying high multiples for theaters that did not deserve it, has preserved our balance sheet value to date despite the impacts of COVID-19.

OUR
CINEMA INDUSTRY
SURVIVED
THE COVID-19 SHUTDOWNS

#### 2021 & 2022

 Audiences embraced the shared community experience of movies on the Big Screen when the content was both compelling and properly marketed to the theatrical audience.

• Studios reinforced commitment to theatrical window.

#### **2023 & BEYOND**

Strongest cinemas will survive if they deliver a WOW experience:

- Big Screen Presentation & Experience
- · Delicious F&B
- Quality Design and Comfort
- Exceptional Guest Experience (including digital)
- Value
- Unique programming and experiences



"Theaters are full again and moviegoers of the world have declared resoundingly that we need this.

We need this ability to gather together to sit in these great dark spaces and to dream together with our eyes wide open in a cinema.

To me tonight is not about a new *Avatar* film.

It's about cinema....It's a celebration of this art form that we love so much. It's back it's alive and it's as great as it's ever been."

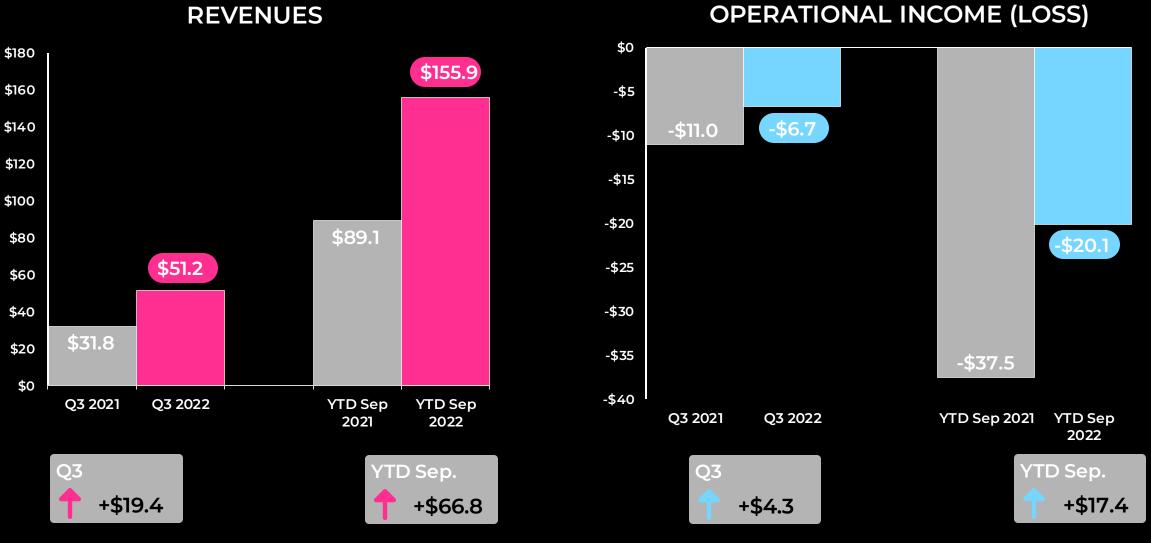
## James Cameron,

Acclaimed Director of
Avatar: The Way of Water
Speaking at the London premiere and as
reported by Deadline
December 6, 2022

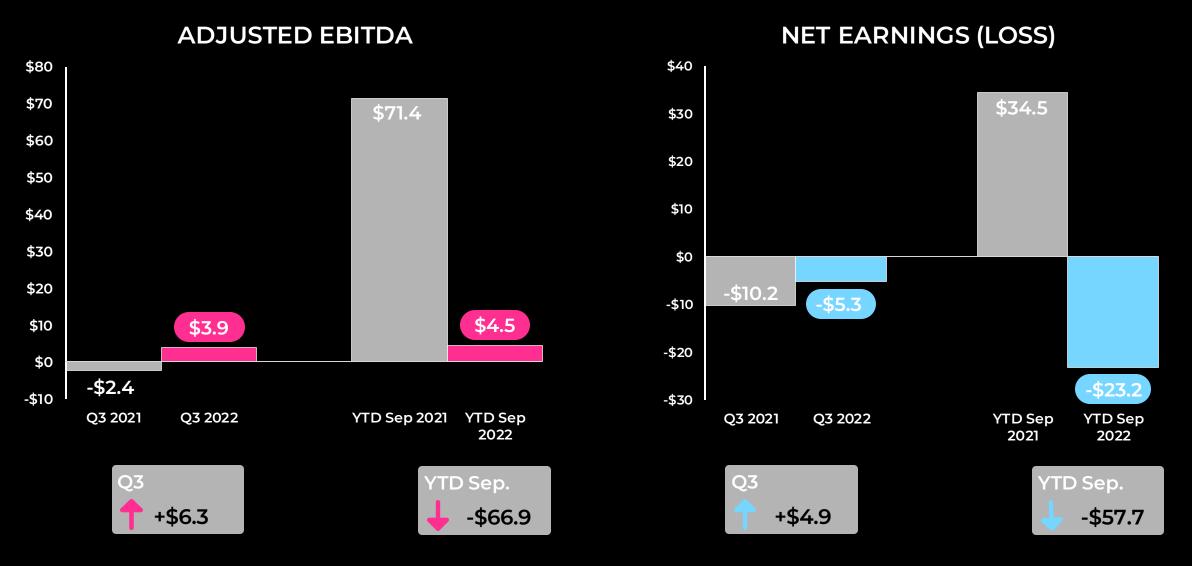


**Brisbane Artist, Drapl,** created Avatar billboard at our Newmarket Village the Brisbane area, home to Reading Cinemas with TITAN LUXE

## Q3 2022 METRICS DEMONSTRATE OPERATIONAL RECOVERY



## Q3 2022 METRICS DEMONSTRATE OPERATIONAL RECOVERY

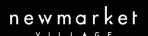


Note: Units in Millions. With respect to our YTD September 2021 metrics, \$71.4 million of Adjusted EBITDA and \$34.5 million of Net Earnings reflect the successful monetization of five property assets, which were required as a result of the COVID-19 pandemic.



# **GLOBAL REAL ESTATE STRATEGY** 2 0 2 3

- Continue to execute operational, marketing, leasing and capital investment strategies to engage with our communities and increase the value of our real estate assets.
- Complete the leasing of 44 Union Square, our key New York City development project.
- Advance re-development plans for our key assets in Wellington, NZ.











## AU/NZ REAL ESTATE PORTFOLIO



MULTI-TENANTED PROPERTIES
267,784 SF (24,878m²) of Third-Party Space

THIRD-PARTY TENANTS
Over 256,181 SF SF (23,800m²)

LAND PARCELS IMPROVED WITH READING CINEMAS 202,651 SF (18,826m<sup>2</sup>)

UNDEVELOPED LAND PARCELS 84,173 SF (7,820m²)

## AU/NZ REAL ESTATE 2022 HIGHLIGHTS

96% THIRD-PARTY TENANT **OCCUPANCY RATE** AS OF TODAY IMPROVED FROM Q1 2022 (90%) & Q2 2022 (92%)



#### Q3 2022 AU REAL ESTATE PORTFOLIO

#### 65% INCREASE IN PROPERTY LEVEL CASH FLOW

- Restarted intercompany rent to Reading Cinemas.
- AU\$270K Percentage Rent collected.
- AU\$394K saved in external leasing commissions over the past two years due to internal leasing program.
- Vacancy rate reduced to 4% due to improved leasing over past two years.
- COVID-19 deferred rent collection reduced to \$23K.
- Improved PLCF despite Q2 2021 sale of RedYard/Auburn.
- Also, regarding operating income, aged arrears reduced by 54%.



JULY 2022 - ANNUAL NEWBARKET MARKETS DELIGHTED DOG PARENTS AGAIN AT NMV

# newmarket

VILLAGE

# WELL CURATED DEVELOPMENT ANCHORED BY READING CINEMA IN BRISBANE CITY (QLD)

NEWMARKET VILLAGE ANCHORS AU REAL ESTATE PORTFOLIO

Third Party Tenants 48

Anchor Tenants Coles Supermarket

Reading Cinemas

Newmarket Hotel by ALH

Net Rentable Square Feet 165,828 SF (15,406 m<sup>2</sup>)

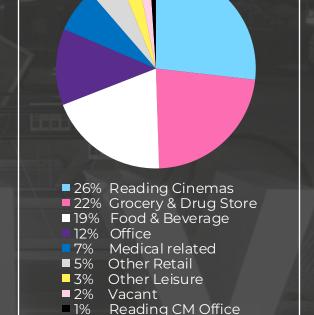
Occupancy YTD 98%\*

Weighted Average Lease Term 3.4 years\*\*

New Leases YTD 6 New or Renewed Leases

 $22,022 \, \text{SF} \, (2,046 \, \text{m}^2)$ 

Vacancies YTD 2%



TYPES OF TENANTS

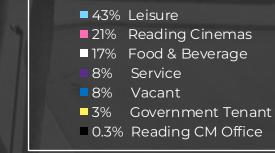
<sup>\*</sup>Excludes Reading Cinemas.

<sup>\*\*</sup> Reading Cinemas lease excluded from Weighted Average Lease Term.

# CANNON PARK

# MIXED-USE READING CINEMA ANCHORED CENTER IN TOWNSVILLE (QLD)

14
Reading Cinemas Kingpin QLD Gov't Dept of Transport
133,032 SF (12,359 m <sup>2</sup> )
92%*
2.4 years**
4 New or Renewed Leases 25,349 SF (2,355 m²)
8%



TYPES OF TENANTS

<sup>\*</sup>Excludes Reading Cinemas.

\*\* Reading Cinemas lease excluded from Weighted Average Lease Term.

THE

# BELMONT

COMMON

## READING CINEMA ANCHORED CENTER IN PERTH

Third Party Tenants

**Anchor Tenants** 

Reading Cinemas

Dome Café

Net Rentable Square Feet

Occupancy YTD

Weighted Average Lease Term

New Leases YTD

60,118 SF (5,585 m<sup>2</sup>)

100%\*

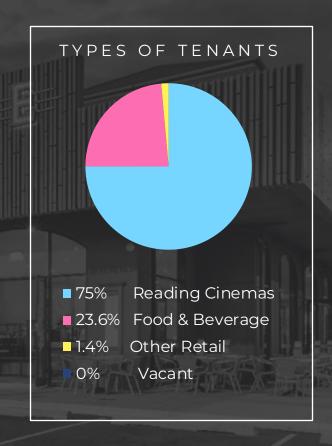
4 years\*\*

1 New Lease 861 SF (80 m<sup>2</sup>)

Vacancies YTD

0

\*Excludes Reading Cinemas.



<sup>\*\*</sup> Reading Cinemas lease excluded from Weighted Average Lease Term.

### YTD 2022 AU/NZ REAL ESTATE PORTFOLIO

NEWMARKET VILLAGE, CANNON PARK & THE BELMONT COMMON

NEW LEASES (9,192 SF) / (854 m<sup>2</sup>)

Signed with expiring tenancies

NEW LEASES (14,283 SF) / (1,327 m<sup>2</sup>)

Signed with new operators improving our well curated tenancy mix

LEASE RENEWALS (27,125 SF) / (2,520 m<sup>2</sup>)

Signed with existing tenants



### AU PROPERTY PORTFOLIO

Q 3 2 0 2 2

COMBINED AU

THIRD PARTY TENANT SALES

INCREASE (VS.Q3 2021)

+9%









#### AU/NZ PORTFOLIO - IMPROVING PERCENTAGE RENT

NEWMARKET VILLAGE

THE BELMONT COMMON

CANNON PARK

**A\$270K** 

Percentage Rent received due to increasing Third Party-Tenant Sales YTD 9/30/2022







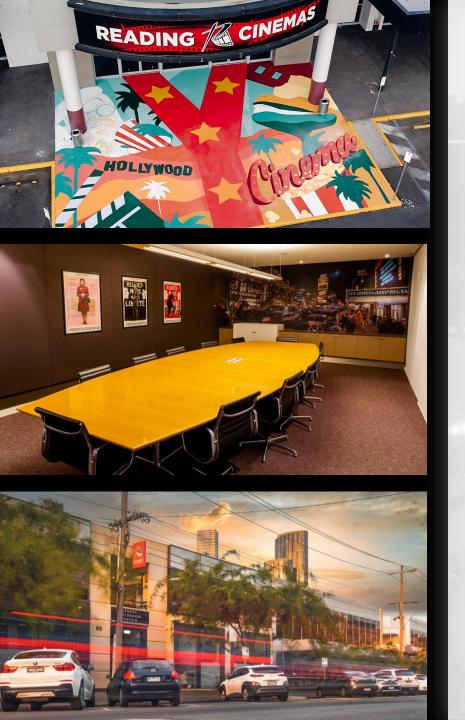












#### **RETAIL GROUND LEASE**

#### REGIONAL MELBOURNE AREA

- Multi-year ground lease situated in Waurn Ponds, a residential suburb of Victoria.
- In addition to 8 screen Reading Cinema with TITAN LUXE, three tenants that are fully leased.

#### **8000 SF OFFICE BUILDING**

SOUTH MELBOURNE, VIC

- Building is located on York Street in South Melbourne, the trendy suburb surrounding the famed South Melbourne Market and home to wellknown cafes and restaurants.
- One floor currently serves as the headquarters of our Australian operations and the other floor is fully leased to medical/wellness user.

OUR KEY PROPERTY ASSETS WELLINGTON, NZ

### **161,071 SF OF LAND**

 85,000 SF improved with Courtenay Central building -Reading Cinemas, 53,755 SF retail space and 4,843 SF office

 To ensure community's safety, we temporarily closed Courtenay Central in early 2019 for seismic reasons.

- Two at-grade car parks
- One of a very few remaining undeveloped largescale sites in the heart of Wellington City



## NEW ZEALAND'S CAPITAL CITY IS ...

## NEW ZEALAND'S MOST WALKABLE CITY

October 2022
University of Canterbury 35% of all residents lived
within a 10-minute walk
of all amenities

## RANKED AS ONE OF THE MOST LIVEABLE CITIES IN THE WORLD

Deutsche Bank (2018 - 2019) "Wellington had the second highest quality of life in the world"

Economist Intelligence Global Liveability Index 2021 ranks Wellington as one of the top ten most liveable cities in the world

#### NEW ZEALAND'S MOST CREATIVE CAPITAL FOR 20 CONSECUTIVE YEARS

2000 to 2021

Infometrics Creativity Index

# OFFICIALLY DESIGNATED AS A UNESCO CITY OF FILM

October 2019
Cities that have identified creativity as a strategic factor for sustainable urban development

# THE MOST BEAUTIFUL LARGE CITY IN AOTEAROA

February 2022
Keep New Zealand
Beautiful Awards
- which provide a
benchmark for
environmental excellence

## THE COOLEST LITTLE CAPITAL

Named by Lonely Planet 2019
An ambitious city,
Wellington has long been a
leader in climate change
and is already the lowest
carbon city per capita in
Australasia.





# OUR ASSETS ARE IN THE TE ARO PRECINCT IN "THE HEART OF WELLINGTON CITY"

#### **ACROSS THE STREET FROM:**

- Tākina Wellington's new convention and exhibition centre owned by Wellington City Council (WCC) and opening mid-2023
- St. James Theatre the recently renovated and strengthened crown jewel of Wellington's theatre scene owned by WCC

#### **LOCATED ON:**

The Golden Mile project which prioritizes walking, cycling and public transport, one of the projects by Let's Get Wellington Moving, a joint initiative of various govt groups, including WCC – moving more people with fewer cars

#### **JUST BLOCKS FROM:**

- Museum of New Zealand Te Papa Tongarewa
- Wellington Harbour







OUR ASSETS ARE LOCATED IN THE HEART OF WELLINGTON'S ENTERTAINMENT DISTRICT

**Courtenay Central** with Reading Cinemas and Wakefield Street and Tory Street Car Parks at the heart

**St James Theatre** Upgrade and seismic strengthening Re-opened August 2022

Town Hall

Redevelopment and seismic strengthening Due for completion 2024

Bars and restaurants

**Opera House** Upgrades and seismic

**Central Library** Seismic strengthening Due for completion 2026

Let's Get **Wellington Moving** 

Golden Mile (Courtenay Place to Lambton Quay) revitalization to prioritize walking, cycling and public transport, new shared spaces, planting and seating making it safer and more pleasant to walk, shop and dine.

**Embassy Theatre** Front entrance

strengthening

restoration Re-opened July 2022

Tākina - Convention

& Exhibition Centre

New construction

Opening mid-2023

New apartment development

1. National music

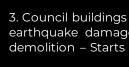
Te Ngakau/Civic Square

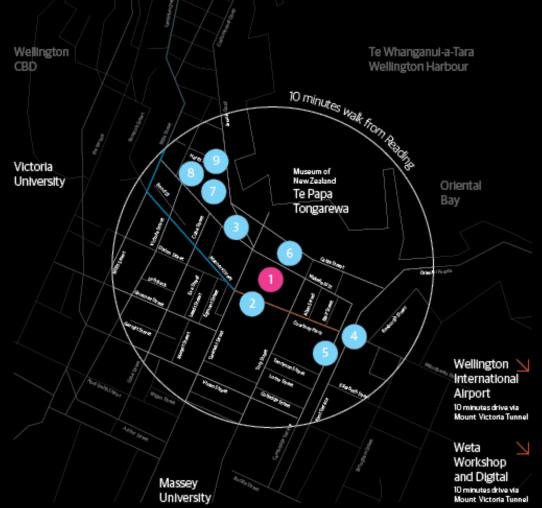
centre — Starts 2024

2. Town Hall seismic strengthening - Starts 2024

earthquake damage demolition - Starts 2024

4. Michael Fowler Centre - Development starts 2023







# "WELLINGTON IS IN THE MIDST OF A ONCE-IN-A-GENERATION TRANSFORMATION IN HOW WE LIVE, WORK AND PLAY."

\* BARBARA MCKERROW, CHIEF EXECUTIVE OF WELLINGTON CITY COUNCIL, PRE-ELECTION REPORT 2022

# POPULATION INCREASING

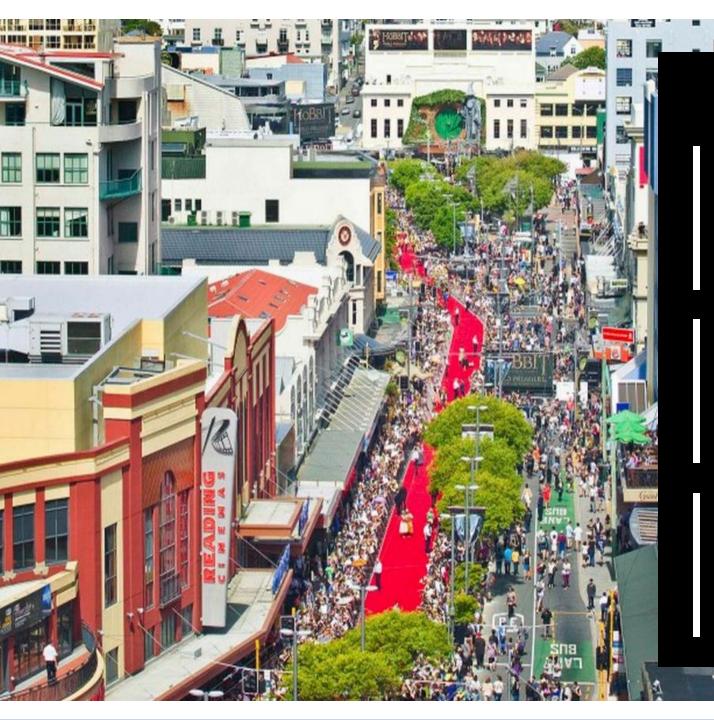
Wellington forecasts to increase new residents by up to 50,000 to 80,000 in next 30 years.

# WCC PLANNING PROGRESS

The District Plan, the city's first complete revision of its planning and environmental rulebook in more than 20 years, has been notified – rules for what types of housing and activities are permitted where.

# **EXCITING RECENT WCC INVESTMENTS NEXT TO OUR ASSETS:**

- Tākina Convention & Exhibition Centre
- St. James Theatre renovation
- Let's Get Wellington Moving creating vibrant public spaces for safer walking and biking and more reliable public transport - moving more people with fewer cars.



## **2022 & BEYOND**

#### JULY 31, 2022

Completed second Urban Activation, a space for the public to enjoy, on our Wakefield Street property in collaboration with Wellington City Council.

#### **AUGUST 2022**

Favorably resolved disputes regarding our pre-Earthquake, Pre-COVID development obligations to a third party. We are now able to proceed with our development and seismic strengthening projects in order to achieve their highest and best use.

#### **THROUGH 2022**

Discussed masterplan options with various stakeholders, which may include:

- Top-to-Bottom renovation of 10 screen Reading Cinema to create best cinema in NZ
- Creation of community focused center with various retail and entertainment uses, and
- Other potential uses serving the community such as hotel, housing and/or office.

## US REAL ESTATE PORTFOLIO

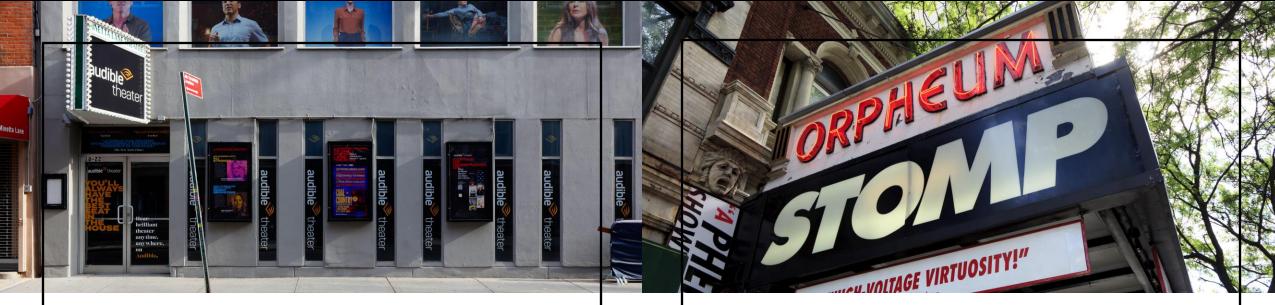


- Up to 70,077 SF of net leasable area (inclusive of potential BOMA adjustments) comprised of retail & office – 44 Union Square
- 75% interest in a 21,000 SF NYC cinema building (with development potential of 80,000 SF, plus additional 16,000 SF of air rights) Cinemas 123
- 9,000 SF Off Broadway style theater in NYC with one stage – Minetta Lane Theatre
- 5,000 SF Off Broadway style theater in NYC with one stage – Orpheum Theatre
- 3,200 foot long and at least 70-foot-wide elevated rail track in Philadelphia, PA - the Reading Viaduct
- 24 Taxable Parcels in Philadelphia, PA surrounding or adjacent to the Viaduct
- 24,000 SF Office Building in Culver City, CA (50% leased to third party) 5995 Sepulveda

\*Data as of December 14, 2022

# NEW YORK CITY OFF-BROADWAY THEATRES

COMPANY OWNS LAND & BUILDINGS



#### **MINETTA LANE THEATRE**

(approx. 9,000 SF)

- One stage (399 seats) in the heart of New York City's West Village
- Licensed through March 2024 to Audible, a subsidiary of Amazon, who produces limited-run productions and liverecorded events

#### **ORPHEUM THEATRE**

(approx. 5,000 SF)

- One stage (347 seats) in the heart of New York City's East Village
- After almost three decades, STOMP will close on January 8, 2023 ending its historic Off-Broadway run at the Orpheum.
- Based on the Orpheum's successful track record and its marquee value, we are exploring a range of new Off-Broadway shows/license arrangements with various producers/entities.



#### RECENT ACCOLADES

#### 2022

The American Architecture Award for Restoration and Renovation

ACEC NY Engineering Excellence Award

Building/Technology Systems Diamond Award

#### 2021

Society of American Registered Architects National, Design Award of Honor in the Renovation, Restoration, and Adaptive Re-use category

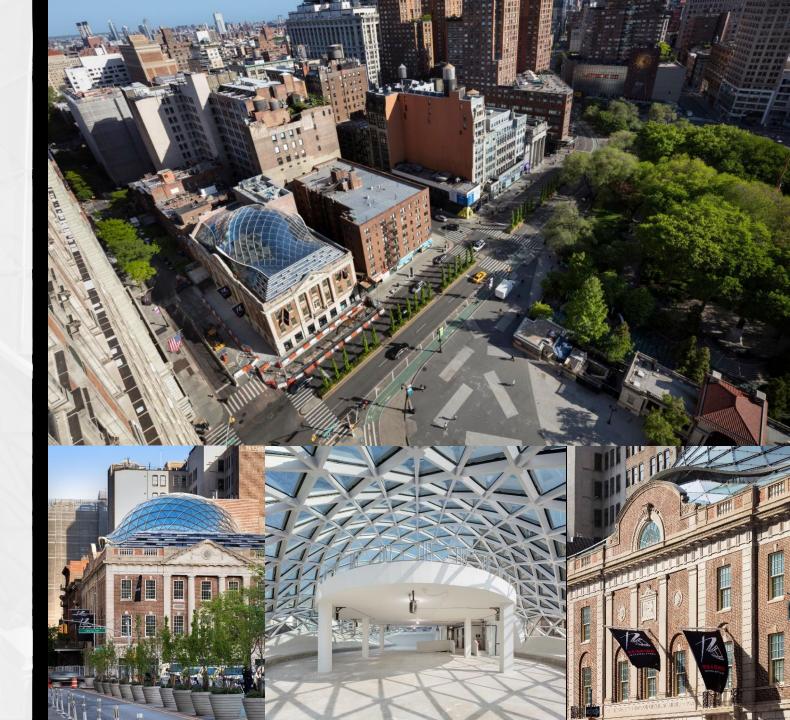
Retrofit Magazine's Metamorphosis, Addition Award

Architizer A+ Awards, Architecture + Collaboration Popular Choice Winner

Architizer A+ Awards, Architecture + Collaboration Jury Winner

SIGNATURE DEVELOPMENT 7 LEVELS RENTABLE SPACE (OVER 70,000 SF)

UNION SQUARE PARK, NEW YORK CITY

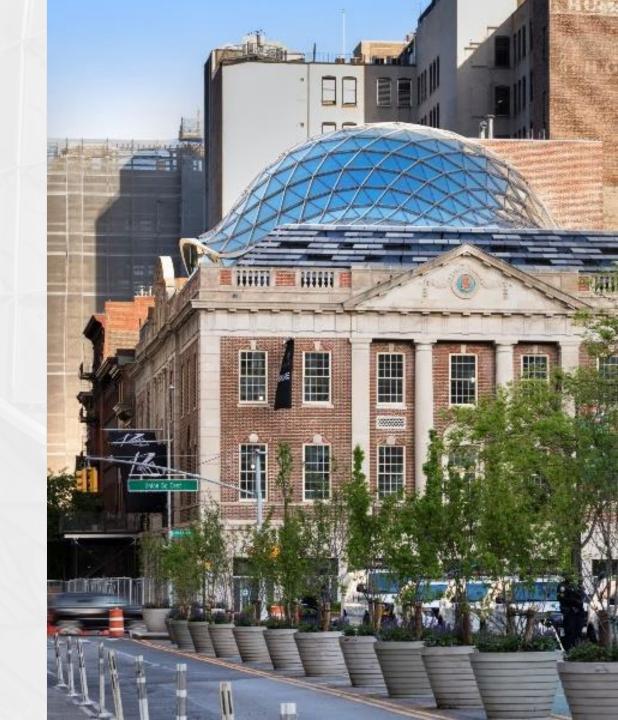




- O NYC Flagship store of International Retail Tenant (over three levels) is anticipated to open in the first half 2023
- O Cash rent from tenant to begin in Q4 2022
- O Discussions continue with potential tenants attracted to the iconic and unique dome roof for remaining four levels of rentable space
- O CBRE, exclusive broker, continues to market the remaining floors

SIGNATURE DEVELOPMENT 7 LEVELS RENTABLE SPACE (OVER 70,000 SF)

UNION SQUARE PARK, NEW YORK CITY









### 24,000 SF OFFICE BLDG.

CULVER CITY, CA

- Culver City and neighboring Playa Vista are now home to Google, Facebook, Microsoft, IMAX, Vevo, Verizon, Electronic Arts, Sony, Apple, Amazon, HBO and TikTok.
- One full floor currently serves as one of the Company's operational and administrative centers and the other full floor is leased to WWP Inc., a leading beauty and personal care packaging company.

#### **CINEMAS 123**

NEW YORK CITY, NY

- 7,900 SF gross land area
- With inclusionary rights, we can build up to a maximum of approx. 96,000 RSF above grade.
- Though NYC commercial markets have been heavily impacted by COVID-19, we are confident in the long-term outlook for NYC.
- Development plans for Cinemas 123 will be on hold to allow market conditions to normalize.
- As we monitor market conditions, we have been operating the property as Cinemas 123 by Angelika (3 screen specialized cinema) since March 2021.

### **READING VIADUCT & ADJACENT PROPERTIES**

PHILADELPHIA, PA

- Our Reading Viaduct is 3,200 feet in length and at least 70 feet wide. Several small parcels (which all have air rights) adjacent to the Viaduct are also owned by Reading.
- Center City District completed Phase One of Philadelphia's new elevated Rail Park.
- All Viaduct related properties are unencumbered.
- During the pandemic, we completed various demolition and clean up projects and retained a noted park designer to assist in master-planning the Viaduct.

## **GLOBAL CINEMA STRATEGY**

2023-2024

- Proactively adjust our operating, programming and marketing strategies to take into account the wide-ranging impacts of the pandemic.
- Grow cinema-based business through a disciplined approach to renovations and new opportunities.









## 62 MOVIE THEATERS (505 SCREENS) ACROSS AUSTRALIA, NEW ZEALAND AND THE <u>UNITED STATES</u>

### **AUSTRALIA**

- 27 locations / 207 screens
- 4<sup>th</sup> largest exhibitor\*
- Two new cinemas in 2023 pipeline
- Operations began in 1996 over 26 years of operating experience

#### **NEW ZEALAND**

- 12 locations / 70 screens
- 3<sup>rd</sup> largest exhibitor\*
- Operations began in 2002 two decades of operating experience

#### **UNITED STATES**

- 23 locations / 228 screens
- 14<sup>th</sup> largest exhibitor\*
- Operations in 7 states (including D.C.)
- Leading specialty exhibitor with Angelika brand and a market leader in Hawaii







In terms of Box Office for quarter ended September 30, 2022.
 Location and screen counts as of Nov 2022

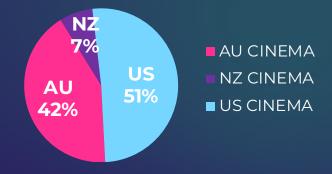
† Gross Box Office data excludes Joint Ventures.

## CINEMA PORTFOLIO COMPETITIVE ADVANTAGE

#### **INTERNATIONAL PORTFOLIO**

AU AND NZ ARE TWO STABLE ECONOMIES WITH STRONG LOCAL FILM PRODUCTION, ENHANCING PROGRAMMING LED BY HOLLYWOOD MOVIES

• 49% of our Total Theater Revenues generated in AU and NZ\*



#### **OWNERSHIP VS. LEASING**

REDUCES MONTHLY OCCUPANCY COSTS, PROVIDES FINANCING FI FXIBILITY

• We own land underlying 16% of our cinemas\*



#### **SPECIALTY AND COMMERCIAL PROGRAMMING**

INTERNAL BOX OFFICE DIVERSIFICATION, CUSTOMER PROFILE GENERATES HIGHER SPENDS PER PATRON

• Inspired by our Angelika Film Center brand, approx. 19% of our cinemas reflect a strong arthouse programming



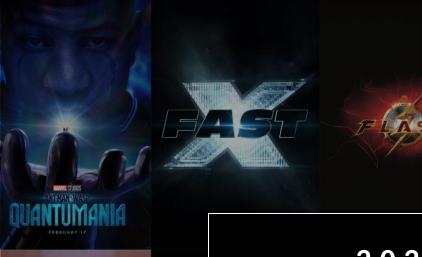
#### \*Notes

Revenue data as of TTM September 2022. Cinema portfolio is based on number of leased vs owned theaters including joint ventures. Reading data is as of September 30, 2022.

## 2022 GLOBAL INDUSTRY BOX OFFICE RECOVERING

## COVID-19 MATERIALLY IMPACTED THE 2021 INDUSTRY BOX OFFICE, BUT 2022 BOUNCED BACK

	2019 BOX OFFICE	2021 BOX OFFICE	TTM NOVEMBER 2022 BOX OFFICE
Global	\$42.5 Billion	\$21.4 Billion (down 50% vs. 2019)	\$26.8 Billion (down 37% vs. 2019)
North America	\$10.9 Billion	\$4.4 Billion (down 60% vs. 2019)	\$7.4 Billion (down 30% vs. 2019)
Australia	AU\$1.2 Billion	AU\$612.2 Million (down 50% vs. 2019)	AU\$976.3 Million (down 19% vs. 2019)
New Zealand	NZ\$206.2 Million	NZ\$104.5 Million (down 49% vs. 2019)	NZ\$156.7 Million (down 23% vs. 2019)











**CREED**03 03 23

## 2023 BLOCKBUSTER LINE-UP

MARVEL

7

**MOVIES** 

DC

4

**MOVIES** 

BLOCKBUSTER FRANCHISES

14+

**MOVIES** 

FAMILY FAVORITES

8+

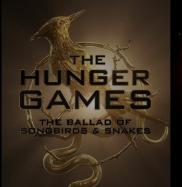
**MOVIES** 



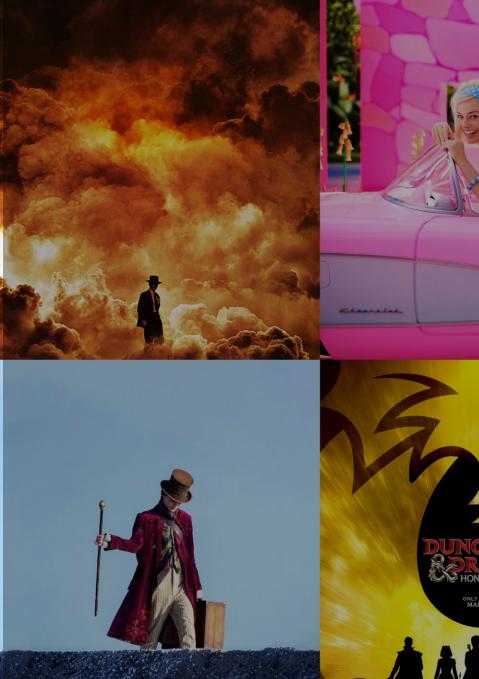












## 2023 BLOCKBUSTER LINE-UP

INCLUDES HIGHLY-ANTICIPATED ORIGINAL TENTPOLES

O MAR 3 Dungeons & Dragons: Honor Among Thieves

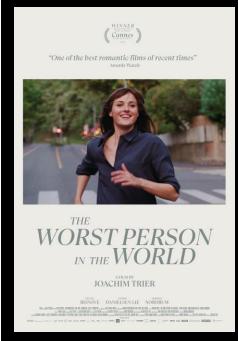
O **JUL 21** Oppenheimer

O **JUL 21** Barbie

O **DEC 15** Wonka



## ANGELIKA IN NYC - 2022 SPECIALTY FILMS THAT DELIVERED



## WORST PERSON IN THE WORLD

Opening Week Box Office Second Highest Opening Week Since January 2020

\$97,307



#### **DECISION TO LEAVE**

Opening Week Box Office Third Highest Opening Week Since January 2020

\$82,403



## THE BANSHEES OF INISHERIN

Opening Week Box Office Fourth Highest Opening Week Since January 2020

\$66,505



## ANGELIKA IN NYC - 2022 SPECIALTY FILMS THAT DELIVERED



#### **TAR**

Opening Week Box Office Sixth Highest Opening Week Since January 2020

\$56,000



#### **PARALLEL MOTHERS**

**Box Office** Engagement over

\$235,000

Since release in December 2021



#### **FIRE OF LOVE**

**Box Office** Engagement over

\$125,000

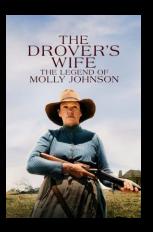
Since release in July 2022

## CONTINUING BOX OFFICE TREND 2022 - AU/NZ FILM PRODUCTION SUPPORTS LOCAL BOX OFFICE

### **AUSTRALIA**









#### **AU\$2.9M**

- Third film in the franchise
- Played for almost 3 months
- **AU\$2.4M**
- Filmed and funded in AU
  - Played for over 7 months

#### **AU\$1.85M**

- Stars and directed by Leah Purcell, an indigenous female director
- Limited release which played for over 7 months

#### AU\$0.3M

- Local Doc about Tasmania's
   Franklin Dam
- Over 1/3 of industry box office from State Cinema by Angelika

## **NEW ZEALAND**







language



#### NZ\$1.5M

- Ranked #24 of all 2022 movies in NZ
- Nominated as NZ entry for Best Foreign Language Film. Academy Screening at Angelika Film Center NYC

#### NZ\$1.3M

 Ranked #26 of all 2022 movies in NZ
 Second Disney film after Moana to be fully dubbed in Te Reo Maori

### NZ\$0.3M NZ\$0.2M

 Third Disney film after Moana and The Lion King to be fully dubbed in Te Reo Maori language









**NOW YOU CAN!** 

## **CONTINUE TO DELIGHT OUR GUESTS WITH CREATIVE PROGRAMS & EXPERIENCES**

To supplement the release schedule and improve overall seat occupancy percentages, our global programming teams will continue to create exclusive content programs or series to keep our audiences engaged with our brands.





Holiday hits return to the biq screen!

NCESS FILM FESTIVAL 6 AUG - 28 AUG 2022











## AFTER SIGNIFICANT INVESTMENT IN OUR CINEMA PORTFOLIO SINCE 2015, CIRCUIT IS READY FOR POST COVID-19 RECOVERY

#### **RECLINER SEATING**

- 48% of US screens feature Luxury Recliner Seating
- 29% of AU/NZ screens feature Luxury Recliner Seating

#### PREMIUM LARGE FORMAT (PLF) SCREENS

- 35% of US theaters feature at least one PLF auditorium (IMAX, TITAN LUXE or TITAN XC)
- 49% of AU/NZ theaters feature a PLF Auditorium (TITAN XC or TITAN LUXE)

#### **ELEVATED FOOD & BEVERAGE**

- 70% of US cinemas offer enhanced F&B menus (including liquor)
- 51% of AU/NZ cinemas offer enhanced F&B menus
- 65% of our global cinemas serve liquor



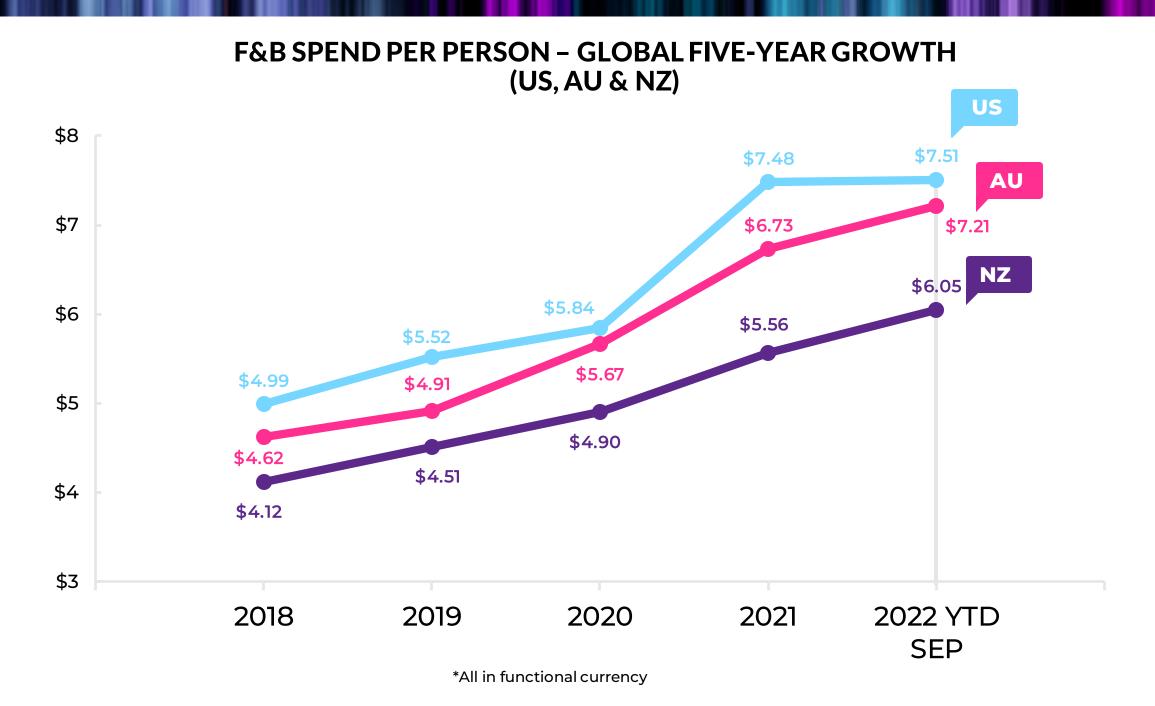










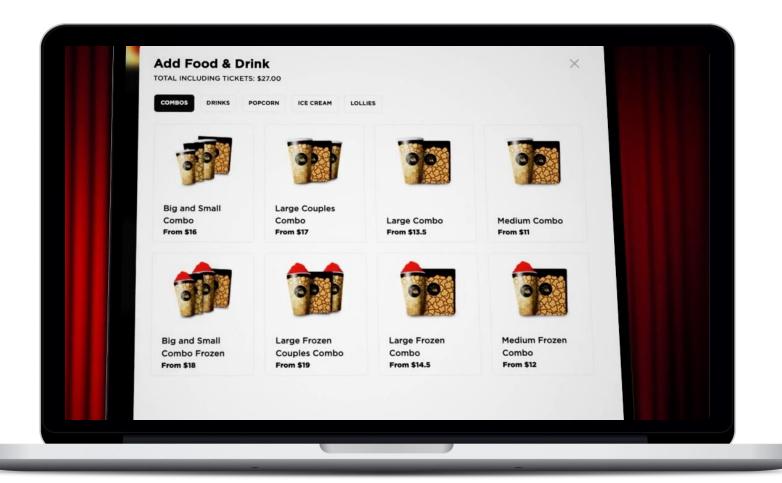


## 2022 - F&B FOCUS DRIVES SOLID SPEND PER PATRON RECORD F&B SPEND PER PATRON SET BY AU AND NZ DIVISIONS

THROUGH 2022, CONTINUED F&B FOCUS DRIVES REVENUES







AU and NZ, F&B online ordering currently accounts for **\$0.45** of SPP and **\$0.31** of SPP, respectively.

YTD Oct 2022, our AU and NZ F&B SPP have increased by 9.7% and 10.3%, respectively, since 2021.  Launched F&B online ordering in AU/NZ at end of 2021.

## **U.S. CINEMA RENOVATIONS OVER NEXT 12 MONTHS**



## ANGELIKA FILM CENTER & CAFÉ IN DALLAS, TX

- Full Top-to-Bottom Renovation with recliner seating
- Elevated F&B menu
- Lobby redesign
- Re-Launches Q1 2023



## CONSOLIDATED THEATRE IN KAPOLEI, HI

- Complete Phase 2 of Theater
- Renovation: Add full elevated F&B offer
- Patio redesign
- Re-Launches Q1 2023

AUSTRALIA CINEMA PORTFOLIO GROWTH OVER NEXT 12 MONTHS



2 NEW BUILDS

Angelika-QLD

Reading Cinema with TITAN LUXE-WA

13 SCREENS

**TITAN LUXE** 

3 IN-THEATER DINING SCREENS

ELEVATED F&B SCREENS
Including liquor

### Renovated and re-launched our 5 screen Reading Cinema in Invercargill on November 24, 2022

NEW ZEALAND CINEMA PORTFOLIO 2022 Our project was part of stage one of Invercargill Central, an exciting new inner-city mixed-use development that is transforming the region

Converted one screen to Premium featuring luxury recliner seating

Completed lobby upgrade and added elevated F&B Menu

Revenue performance to date has well exceeded pre-COVID levels





## FUTURE FOCUS ON EXPANDING ANGELIKA BRAND FIRST NEW INTERNATIONAL STATE-OF-THE-ART ANGELIKA TO OPEN





- First international Angelika Film Centre opens in Brisbane area (QLD) in mid 2023 in the sophisticated mixed-use development, South City Square
- 8 screens featuring all luxury recliners
- Elevated F&B offer
- Elegant and chic lobby lounge
- Curated specialty film programming in line with Angelika mission

## FUTURE FOCUS ON EXPANDING ANGELIKA BRAND MEMBERSHIP PROGRAM LAUNCHES IN U.S.





- On April 29, 2022, we launched the Angelika Membership Program in 9 theaters (55 screens).
- Membership sign up increases month-to-month.
- Effective platform to market and promote to our unique and sophisticated audiences.



# FINANCIAL REVIEW

## GILBERT AVANES

EXECUTIVE VICE PRESIDENT
CHIEF FINANCIAL OFFICER & TREASURER

## **SUMMARY FINANCIAL DATA**

#### STATEMENT OF OPERATIONS

## NINE MONTHS ENDED SEPTEMBER 30, 2022

(\$ in thousands, except per share data)	2022	2021	2020
Revenues	\$ 155,908	\$ 89,142	\$ 62,841
Operating Income (Loss)	(20,080)	(37,461)	(46,610)
Interest Expense, net	(10,242)	(10,437)	(6,176)
Gain (Loss) on Sale of Assets and Other Income (Expense)	8,386	94,581	(187)
Income Tax (Expense) Benefit	(1,492)	(12,380)	5,070
Net Income (Loss) Attributable to Reading International, Inc.	(22,967)	31,572	(47,806)
Earnings (Loss) Per Share	(1.04)	1.45	(2.20)
EBITDA	4,548	71,400	(30,551)
Adjusted EBITDA (1)	\$ 4,548	\$ 71,428	\$ (30,315)

Source: Form 10-Q for the quarter and nine months ended September 30, 2022 and the quarter and nine months ended September 30, 2021.

(1) For Adjusted EBITDA, for YTD Sep 2021 we have added back legal fees of \$0.03 million, for YTD Sep 2020 we have added back legal fees of \$0.24 million. The Adjusted EBITDA excluding the monetization of assets for YTD September 2021 was \$ (20.9 million).

## **SUMMARY FINANCIAL DATA**

STATEMENT OF OPERATIONS YEA	R ENDED DECEMBER 31, 2021
-----------------------------	---------------------------

(\$ in thousands, except per share data)	2021	2020
Revenues	\$ 139,060	\$ 77,862
Operating Income (Loss)	(41,793)	(61,313)
Interest Expense, net	(13,688)	(9,354)
Gain (Loss) on Sale of Assets and Other Income (Expense)	95,981	292
Income Tax (Expense) Benefit	(5,944)	4,967
Net Income (Loss) Attributable to Reading International, Inc.	31,921	(65,200)
Earnings (Loss) Per Share	1.46	(3.00)
EBITDA	74,299	(38,496)
Adjusted EBITDA (1)	\$ 74,246	\$ (38,901)

Source: Form 10-K for year ended December 31, 2021.

(1) For Adjusted EBITDA, for 2021 we have removed legal fees of \$0.05 million and for 2020 we have removed legal fees of \$0.41 million. The Adjusted EBITDA excluding the monetization of assets for year end 2021 was \$ (18.0) million

## **SUMMARY BALANCE SHEET**

(\$ in thousands)	9/30/2022		12/31/2021		12/31/2020	
Cash and Cash Equivalents	\$	39,628	\$	83,251	\$	26,826
Receivables		4,601		5,360		2,438
Other Current Assets		14,462		11,695		27,203
Total Current Assets		58,691		100,306		56,467
Operating Property, Net		281,910		306,657		353,125
Operating Lease Right-Of-Use Assets		200,396		227,367		220,503
Investment and Development Property, Net		7,853		9,570		11,570
Investment in Unconsolidated Joint Ventures and Entities		4,352		4,993		5,025
Other Assets		36,516		38,809		43,479
Total Assets		589,718		687,702	\$	690,169
Total Current Liabilities less Current Debt		80,963		94,919	\$	78,308
Total Debt - Current and Long-Term Portion		217,184		233,986		282,583
Operating Lease Liabilities – Non-Current Portion		200,855		223,364		212,806
Other Long-Term Liabilities		21,481		30,373		35,299
Total Stockholders Equity		69,235		105,060		81,173
Total Liabilities & Stockholders Equity	\$	589,718	\$	687,702	\$	690,169

Sources: Form 10-Q for the quarter and nine months ended September 30, 2022 and Form 10-K for the year ended December 31, 2021.

## FINANCING MATTERS SUBSEQUENT TO FILING Q3 2022 FORM 10Q

### BANK OF AMERICA / U.S. CINEMA LOAN

- On November 29, 2022, we further amended our credit agreement with Bank of America. This new amendment extends the maturity date to March 1, 2024 and includes a new progressive payment schedule, in addition to a liquidity covenant.
- Since we signed the new Amendment, we have repaid \$6.0 million.
- Currently, our Bank of America loan balance is \$26.75 million.

### OTHER LENDERS

In light of 2023 maturity dates, we are in discussions with:

- Our international lenders about refinance and/or pay offs.
- A lender to refinance our Cinema 123 mortgage loan.

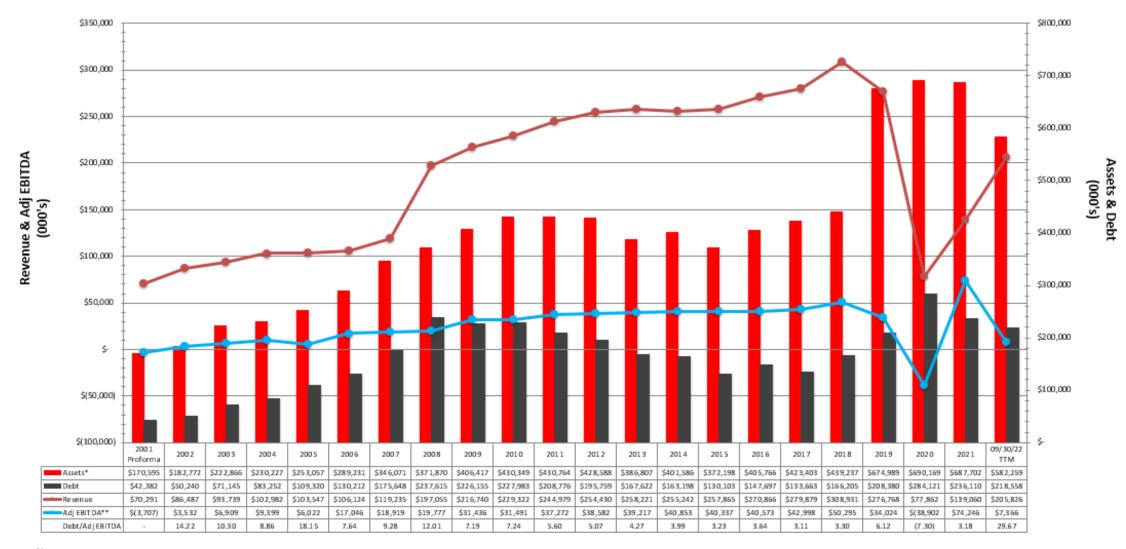
## **READING INTERNATIONAL DEBT**

DEBT SUMMARY	•		AS OF SEI	PTEMBER	30, 2022	AS OF D	ECEMBER 3	31,2021
(\$ in thousands)	Corporate and/or Property Debt	Expiration Year	Contractual Capacity	Capacity Used	Unused Capacity	Contractual Capacity	Capacity Used	Unused Capacity
Trust Preferred Securities	С	2027	\$ 27,913	\$ 27,913	\$ -	\$ 27,913	\$ 27,913	\$ -
5995 Sepulveda	Р	2027	8,741	8,741	-	8,936	8,936	-
44 Union Square <sup>(1)</sup>	Р	2024	55,000	43,000	12,000 (3)	55,000	43,000	12,000 (3)
Bank of America (4)	С	2023	34,500	34,500	-	39,500	39,500	-
Purchase Money Promissory Note	С	2024	1,514	1,514	-	2,043	2,043	-
Cinemas 1, 2, 3 <sup>(5)</sup>	Р	2023	22,583	22,583	-	24,039	24,039	-
National Australia Bank <sup>(2)</sup>	С	2023	65,336	65,336	-	74,052	74,052	-
Westpac Bank <sup>(2)</sup>	C/P	2024	7,809	7,809	-	9,465	9,465	-
Minetta & Orpheum	Р	2023	8,000	8,000	-	8,000	8,000	-
Total			\$ 231,396	\$ 219,396	\$ 12,000	\$ 248,948	\$ 236,948	\$ 12,000

Source: Form 10-Q for period ending 9/30/2022 & Form 10-K for year ended 12/31/2021.

- (1) On 5/7/2021, loan converted to a new loan facility.
- (2) Borrowings in foreign currency: Contractual capacity/Capacity used converted to U.S. dollars based on exchange rates as of 9/30/2022 & 12/31/2021.
- (3) \$12,000 in unused capacity is restricted for 44 Union Square project.
- (4) Bank of America line of credit converted to a term loan.
- (5) Cinemas 123 loan: We executed both six-month extensions options on 3/3/2022 & 9/1/2022, which takes maturity to 4/1/2023.

### 2001-SEPT 2022 TTM 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.

\*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. Starting in 2019 leases are capitalized on our balance sheet.

\*\*For Adjusted EBITTM Sep 2022 we have removed legal fees of \$0.08 million; 2021 we have removed legal fees of \$0.05 million; 2020 we have removed legal fees of \$0.08 million; 2019 we have added back legal fees of \$1.0 million; for 2018 we have added back legal fees of \$3.9 million; for 2017 we added back casualty loss recovery of \$9.2 million and added back legal fees of \$4.0 million; for 2016 we added back legal fees of \$3.7 million; and for 2015 we added back legal fees of \$1.2 million. The Adjusted EBITDA excluding the monetization of assets for year end 2021 was \$ (18.0 million).



# THE CORE VALUES & GUIDING PRINCIPLES INSPIRED BY OUR FOUNDER SUPPORTED US THROUGH COVID-19 CRISIS AND RECOVERY

EMPATHETIC approach to our stakeholders

ENTREPRENEURIAL approach to our business

EDUCATED analysis underpins our strategies

ENGAGING our guests is paramount to our success

EXECUTION is a focus of our multi-year strategy

EXTENDED VIEW means pursuing a long-term value strategy

JAMES J. COTTER SR.

OUR CONTROLLING STOCKHOLDER REMAINS
COMMITTED TO THE PRESERVATION OF
LONG-TERM STOCKHOLDER VALUE



## THANK YOU

WE ARE STILL HERE
OUR REAL ESTATE IS STRONG
OUR CINEMAS ARE RECOVERING



# Q&A SESSION