



**READING**  
**INTERNATIONAL**

*Gabelli & Company's Annual Entertainment & Broadcasting  
Conference  
June 7, 2018*

## SAFE HARBOR STATEMENT

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

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.

In this presentation, we also use an industry accepted financial measure called Theater Level Cash Flow, which is theater level revenues less direct theater level expenses.



## BUSINESS REVIEW

*presented by Andrzej Matyczynski, Executive Vice President - Global Operations*

This presentation is intended to summarize the projects on which management is currently working and management's 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.

Further, some of the design concepts included in this presentation include proposed architectural renderings that represent works in progress.

# COMPANY SNAPSHOT

two **synergistic** (but **diversified**) businesses in three countries

2017 TOTAL REVENUES  
**\$279.7 million**  
SET ALL-TIME  
COMPANY RECORD

## Cinemas – Steady Cash Flow

- 59 theaters/477 screens in US, AU & NZ<sup>1</sup>

## Real Estate in US, AU & NZ – Building Long Term Value

- 6 Key Value Creation Projects
- 9 Operating Properties
- 3 Future Value Realization Opportunities
- 3 Off Broadway Live Theatres

## NASDAQ Market Cap

RDI & RDIB  
\$ 380.9 million (as of June 1, 2018)

Total Assets	\$ 427 million*
Total Debt	\$ 149 million*
Total Revenues	\$ 286 million**
Total EBITDA	\$ 58 million***

<sup>1</sup> Theater & Screen Count as of March 31, 2018 (includes unconsolidated joint ventures & managed theaters).

\* Total Assets and Debt as of March 31, 2018. Total Assets reflect Book Value: Lower of Cost and Market. Debt is total debt (gross of deferred financing costs) adjusted for investment in Reading International Trust.

\*\* Total Trailing Twelve Months Revenue ended March 31, 2018.

\*\*\* Trailing Twelve Months ended March 31, 2018 (includes one-time \$9.2 million gain from Courtenay Central insurance recovery).

## OUR SYNERGISTIC MISSION

Our *steady cinema cash flow* supports the *development of our unique real estate portfolio*. The synergistic development of our entertainment and real estate assets *creates long term stockholder value*.

Our synergistic mission provides investors *diversification through two businesses operating in three stable economies*.

In the US, Australia and New Zealand, our experienced management team creates value through the complementary nature of our existing entertainment and real estate portfolio, while pursuing new opportunities meeting our investment criteria in both the cinema and property segments.

Our *Entertainment Themed Centers* represent the culmination of our mission. In these centers, Reading Cinemas serve as anchor tenant in properties we own and control. This control allows us to exploit not only operational strategies, but also marketing strategies underpinned by engaging social/digital media content. These synergies allow us to drive growth, thereby creating a win-win for Reading (as both landlord and tenant), for our third party tenants, and ultimately, for our stockholders.



*we're in* SYNC

## US CINEMAS

10<sup>th</sup> largest US exhibitor by box office (as of March 31, 2018)

Theaters 27

Screens 245\*

### *US Cinema Brands*

Angelika Film Center - *Specialty brand inspired by Angelika Film Center in NYC, one of the highest grossing dedicated arthouses in North America*

City Cinemas – *Circuit in New York City*

Consolidated Theatres - *Leading exhibitor in Hawaii*

Reading Cinemas - *Commercial theaters in California & New Jersey*

### *Geographically Diverse Locations*

Major US Cities – *NYC, Washington DC, Dallas, San Diego, Sacramento*

Other US Cities – *Santa Rosa, Bakersfield*

Islands of Oahu & Maui

### *Diverse Programming*

- 12 specialty theaters
- 15 first-run commercial theaters

*\*Includes 1 managed cinema*

## *Celebrating 100 years of Consolidated Theatres in Hawaii*



*Illustration featured in Consolidated Theatres Show Parade magazine*



## AUSTRALIAN CINEMAS

4<sup>th</sup> largest exhibitor in Australia by box office\*

Theaters 21  
Screens 165\*\*

Australian Cinema Brand Reading Cinemas

Geographically Diverse – Five Australian States

Victoria – 6  
Queensland – 5  
New South Wales – 6  
South Australia – 2  
Western Australia – 2

Own land underlying six Reading Cinemas

*\*As of March 31, 2018.*

*\*\*In AU, Company has a 33% unincorporated joint venture in an Event Cinema.*

## NEW ZEALAND CINEMAS

3<sup>rd</sup> largest exhibitor in New Zealand by box office\*

Theaters 11  
Screens 67\*\*

New Zealand Cinema Brand Reading Cinemas

Geographically Diverse – Two Islands

North Island – 6  
South Island – 5

Own land underlying five Reading Cinemas

*\*As of March 31, 2018.*

*\*\*In NZ, Company has a 50% unincorporated joint venture in 2 Rialto Cinemas.*

# STATE-OF-THE-ART PRESENTATION DRIVES READING BOX OFFICE

# TITAN LUXE

 **DOLBY ATMOS**<sup>®</sup>  
FEEL EVERY DIMENSION<sup>™</sup>

### *% of Cinemas with at least one Premium Screen*

*By end of 2017*  
22% in US  
34% in AU/NZ

*By end of 2018*  
26% in US  
41% in AU/NZ

*By end of 2019*  
30% in US  
43% in AU/NZ

**IMAX**

*Today, one US cinema features IMAX. Exploring other US locations.*

*\* US Cinemas statistics includes one managed cinema; AU and NZ statistics do not include joint ventures*



OFFER HOSPITALITY STYLED  
COMFORT & SERVICE – US CINEMAS

**PERCENTAGE OF US CINEMAS FEATURING  
LUXURY RECLINER SEATING\***

**By end of 2017**

30% of all US screens (74 screens total)

**By end of 2018**

40% of all US screens (99 screens total)

**By end of 2019**

50% of all US screens (122 screens total)

*\* Includes four managed cinema screens*

ANGELIKA  
CARMEL MOUNTAIN  
ATTENDANCE  
**INCREASED 84%**  
FROM  
2014 to 2017

## OFFER HOSPITALITY STYLED COMFORT & SERVICE – AU/NZ CINEMAS

### PERCENTAGE OF AU/NZ CINEMAS FEATURING LUXURY RECLINER SEATING

#### **By end of 2017**

16% of all AU/NZ screens (33 screens total)

#### **By end of 2018**

22% of all AU/NZ screens (45 screens total)

#### **By end of 2019**

25% of all AU/NZ screens (52 screens total)

*\* Statistics do not include joint ventures*



**GOLD LOUNGE  
CINEMA**  
• FOOD • WINE • LUXURY •

**PREMIUM  
DINE-IN CINEMA**

## *US cinemas serving elevated Food & Drink menu and/or Liquor, Beer or Wine menu*

- By end of 2017 - 44%
- By end of 2018 - 59%
- By end of 2019 - 67%

*\* Statistics include one managed cinema*



# CRAFT FOOD & BEVERAGE OPTIONS TO MATCH OUR MARKETS – AU/ NZ CINEMAS

*Growth in AU/NZ Cinema F&B Revenue driven by addition of Gold Lounge & Premium auditorium offer*



**GOLD LOUNGE  
CINEMA**  
• FOOD • WINE • LUXURY •

**PREMIUM  
DINE-IN CINEMA**



*By end of 2017*

**22 Gold Lounge auditoriums  
14 Premium auditoriums**



*By end of 2018*

**22 Gold Lounge auditoriums  
21 Premium auditoriums**

*By end of 2019*

**25 Gold Lounge auditoriums  
23 Premium auditoriums**

# INVESTING IN OUR CINEMA PORTFOLIO

## US Cinemas

2017 – invested \$18M

2018-2019\*

Expected to invest \$46M to \$47M

## Australian Cinemas

2017 – invested \$8M\*\*

2018-2019\*

Expected to invest \$19M to \$20M\*\*

## New Zealand Cinemas

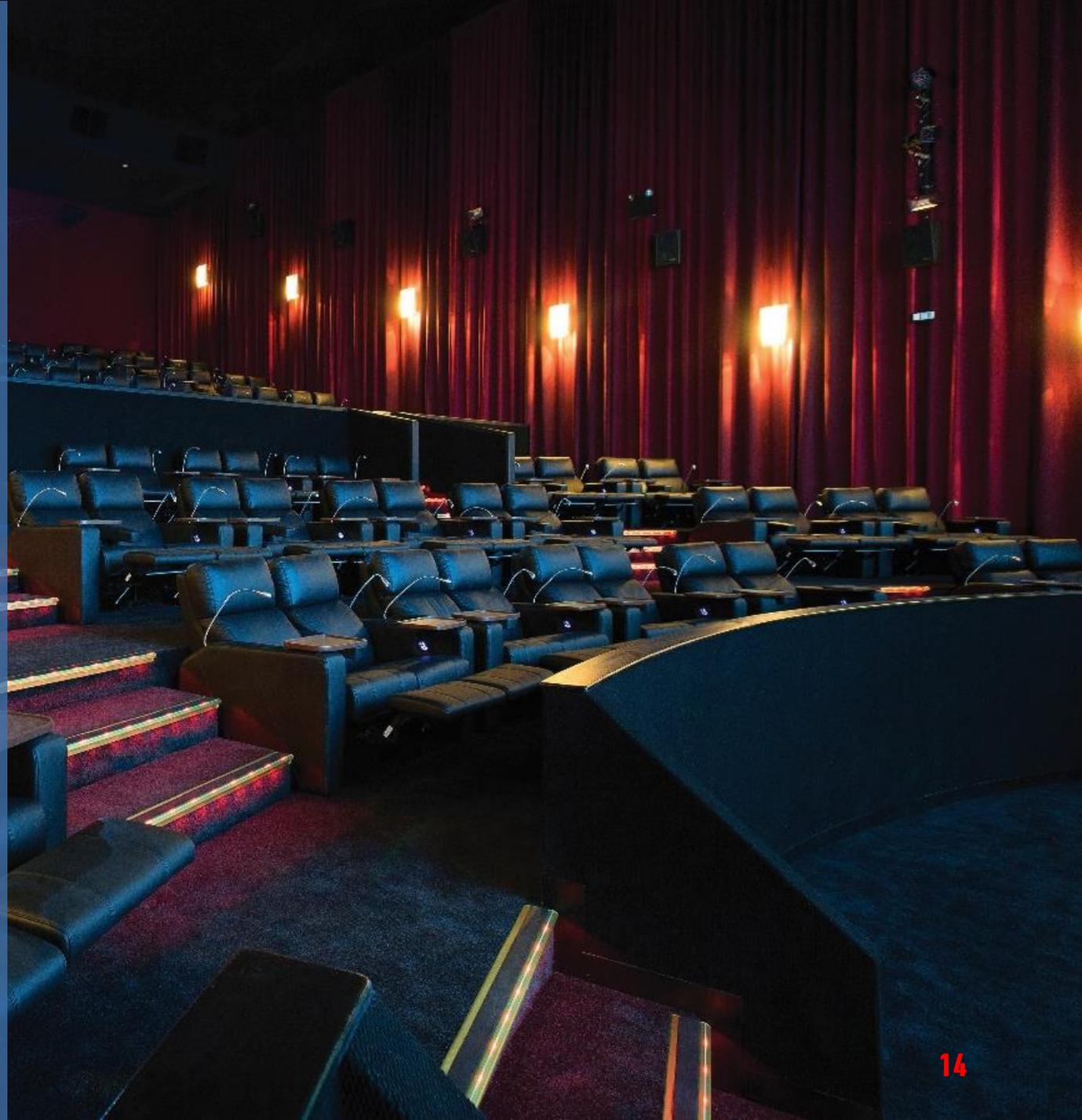
2017 – invested \$1M\*\*

2018-2019\*

Expected to invest \$3M to \$4M\*\*

*\*2018-2019 CAPEX numbers are preliminary in nature and may be adjusted*

*\*\*in US dollars*



## REINVESTING IN EXISTING CINEMA PORTFOLIO



### Cal Oaks (in Murrieta, CA) Re-opened in December 2017

- Luxury recliner seats in all 17 auditoriums
- Two TITAN LUXE auditoriums
- Full F&B Menu with Craft Beer, Wine & Cocktails
- Reserved Seating via website & new Reading App

# FIRST U.S. DINE-IN CONCEPT LAUNCHED Q1 2018 AT READING CINEMAS (MURRIETA, CA)

## Spotlight

Our focus is on serving you.



6 screens  
each with  
35 recliner seats

Waiter service  
before movie begins,  
full F&B menu

# AUSTRALIAN REAL ESTATE PORTFOLIO



- *Four Australian Entertainment Themed Centers (“ETC”) anchored by Reading Cinemas*
- *Three of the ETCs in Australia are considered a Value Creation Project and one is considered an Operating Property*
- *We own property under six Reading Cinemas in Australia (including ETCs)*

## *Current Australia Portfolio Updates:*

**Newmarket Village** – In December 2017, our stunning eight screen Reading Cinema opened. Significant expansion of our Food & Beverage space along with adding additional parking spaces were also completed. In 2018, continued focus will be on finalizing leasing and tailored marketing.

**Redyard (Auburn)** – During 2018, we will be investing to re-develop the common areas to create more inviting and dynamic spaces. In April 2018, we strategically acquired the 98 Parramatta Road building, which increases our Redyard entertainment center’s uninterrupted frontage on Parramatta Road, one of Sydney’s busiest arterial roads.

**Cannon Park** – During 2018, complete concept design and planning of our property, create engaging spaces and improve connectivity between our centers.

**Belmont** – During 2018, finish center improvements with common area upgrades and we anticipate the opening of an additional F&B tenant, Tao Café.

# NEW ZEALAND REAL ESTATE PORTFOLIO

- *Value Creation Project: Courtenay Central - ETC in Wellington, New Zealand anchored by Reading Cinema*
- *We own property under five Reading Cinemas in NZ (including ETC)*
- *Future Value Realization Opportunity: 70 acres of undeveloped land close to the Auckland Airport in Manukau, NZ*

## Current New Zealand Portfolio Updates:

**Courtenay Central** – Continued success with The Courtyard, a unique pop up Food & Beverage concept, which continues to draw in customers and sustain our center during our planning transition. During 2018 our goal is to continue exploring all possible opportunities for our center in order to maximize our shareholder's value.

**Manukau** – During 2018, develop a master plan regarding the construction of needed infrastructure works.





## US REAL ESTATE PORTFOLIO

### *2 Value Creation Projects*

Union Square                      Building in New York City

Cinemas 1, 2 & 3                Building in New York City

### *1 Operating Property*

24,000 SF Executive Office Building in Culver City, CA

### *3 Off-Broadway Live Theatres*

Two Off-Broadway Theatres in New York City

One Off-Broadway Theatre in Chicago

### *2 Future Value Realization Opportunities*

202 acre parcel of undeveloped land in City of Coachella, CA  
zoned for residential and high density mixed use

Philadelphia properties related to the historic Reading Railroad

# US REAL ESTATE PORTFOLIO GOALS

## Union Square

Finish the construction within budget parameters and complete retail and office leases meeting our investment criteria.

## Cinemas 123

Work to complete joint venture agreement with adjacent neighbors while evaluating other options.

## Minetta Lane Theatre

Evaluate property to determine highest and best use, and execute on plan to maximize the value of this asset.

## Reading Viaduct Properties

Evaluate properties to determine highest and best use and begin execution on plan to maximize value of this asset.

## Coachella

Evaluate property options, while protecting our optionality, and begin execution on plan to maximize the value of this asset.





## FINANCIAL REVIEW

*presented by*

*Dev Ghose  
Executive Vice President  
&  
Chief Financial Officer*

*Architectural rendering of South City Square, major mixed use development in Brisbane. RDI leasing an 8 screen Reading Cinema, expected to open 2020.*

# SUMMARY FINANCIAL DATA

STATEMENT OF OPERATIONS	THREE MONTHS ENDED MARCH 31,	
	2018	2017
<i>(\$ in thousands, except per share data)</i>		
Revenues	\$ 75,822	\$ 69,454
Operating Income	5,643	5,528
Interest Expense, net	1,594	1,860
Income Taxes	1,155	1,703
Net Income Attributable to Common Shareholders	3,047	3,029
Earnings Per Share - Attributable to Common Shareholders	0.13	0.13
EBITDA <sup>(1)</sup>	\$ 11,046	\$ 10,526

Source: Form 10Q for the quarter ended March 31, 2018.

# SUMMARY FINANCIAL DATA

STATEMENT OF OPERATIONS	YEAR ENDED DECEMBER 31,	
	2017	2016
<i>(\$ in thousands, except per share data)</i>		
Revenues	\$ 279,734	\$ 270,473
Operating Income	20,561	20,311
Interest Expense, net	6,194	6,782
Gain On Sale Of Assets	9,360	393
Gains On Insurance Recoveries	9,217	-
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 <sup>(1)</sup>

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

(1) For the year ended December 31, 2017, the gain on sale of assets of \$9.4 million and gain on insurance recoveries of \$9.2 million is included. For the year ended December 31, 2016, the gain on sales of assets amounting to \$0.4 million is included.

# SUMMARY BALANCE SHEET

(\$ in thousands)	03/31/2018 (unaudited)	12/31/2017
Cash and Cash Equivalents	\$ 8,668	\$ 13,668
Receivables	8,922	13,050
Other Current Assets	8,055	6,757
<b>Total Current Assets</b>	<b>25,645</b>	<b>33,475</b>
Operating Property, Net	269,578	264,724
Land Held for Sale	-	-
Investment and Development Property, Net	66,944	61,254
Investment in Unconsolidated Joint Ventures and Entities	5,283	5,304
Other Assets	59,105	58,269
<b>Total Assets</b>	<b>\$ 426,555</b>	<b>\$ 423,026</b>
<b>Total Current Liabilities</b>	<b>\$ 66,175</b>	<b>\$ 80,446</b>
Long Term Notes Payable	108,322	94,862
Subordinated Debt	27,564	27,554
Other Long Term Liabilities	40,739	38,923
<b>Total Stockholders Equity</b>	<b>183,755</b>	<b>181,241</b>
<b>Total Liabilities &amp; Stockholders Equity</b>	<b>\$ 426,555</b>	<b>\$ 423,026</b>

Sources: Form 10Q for the quarter ended March 31, 2018.

## READING INTERNATIONAL DEBT

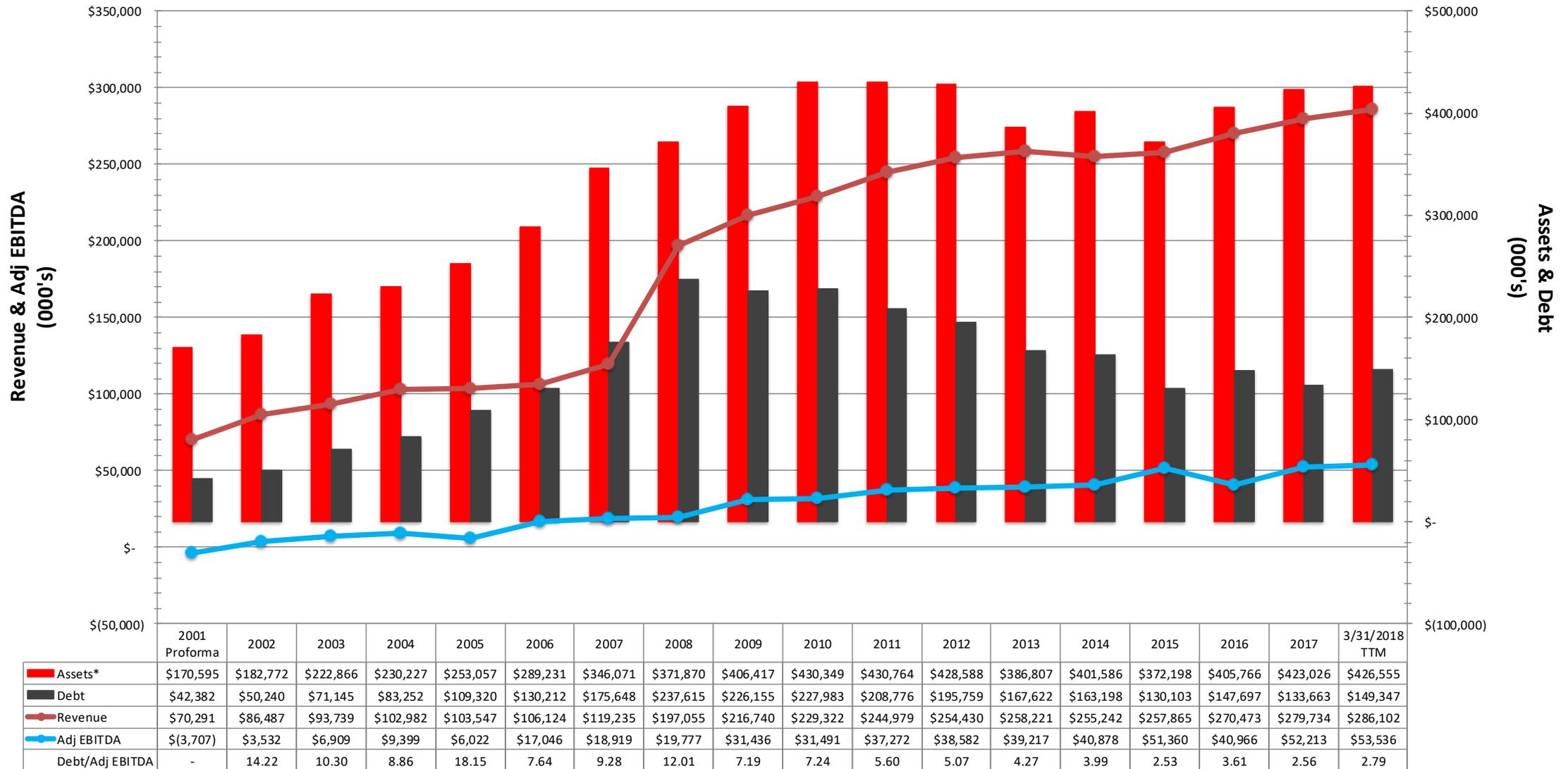
(\$ in thousands)	Corporate and/or Property Debt	Expiration Year	AS OF MARCH 31, 2018		
			Contractual Capacity	Capacity Used	Unused Capacity
Trust Preferred Securities	C	2027	\$ 27,913	\$ 27,913	\$ -
U.S. Corporate Office	P	2027	9,665	9,665	-
Union Square Construction Financing	P	2019	57,500	9,155	48,345 <sup>(2)</sup>
Bank of America	C	2019	60,000	31,000	29,000
Bank of America Digital Projector Loan	C	2019	4,031	4,031	-
Cinema 1, 2, 3	P	2019	19,396	19,396	-
National Australia Bank <sup>(1)</sup>	C	2019	51,139	41,525	9,614
Westpac Bank <sup>(1)</sup>	C/P	2019	38,367 <sup>(2)</sup>	-	38,367 <sup>(2)</sup>
Minetta & Orpheum	P	2018	7,500	7,500	-
<b>Total</b>			<b>\$ 275,511</b>	<b>\$ 150,185</b>	<b>\$ 125,326</b>

Source: Form 10Q for the quarter ended March 31, 2018.

(1) The contractual capacity and capacity used were translated into U.S. dollars based on the applicable exchange rates as of March 31, 2018.

(2) The \$48,345 and \$13,030 (of the \$38,367) in unused capacity is restricted for capital projects for Union Square development uses and construction funding for New Zealand operations, respectively.

# 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.

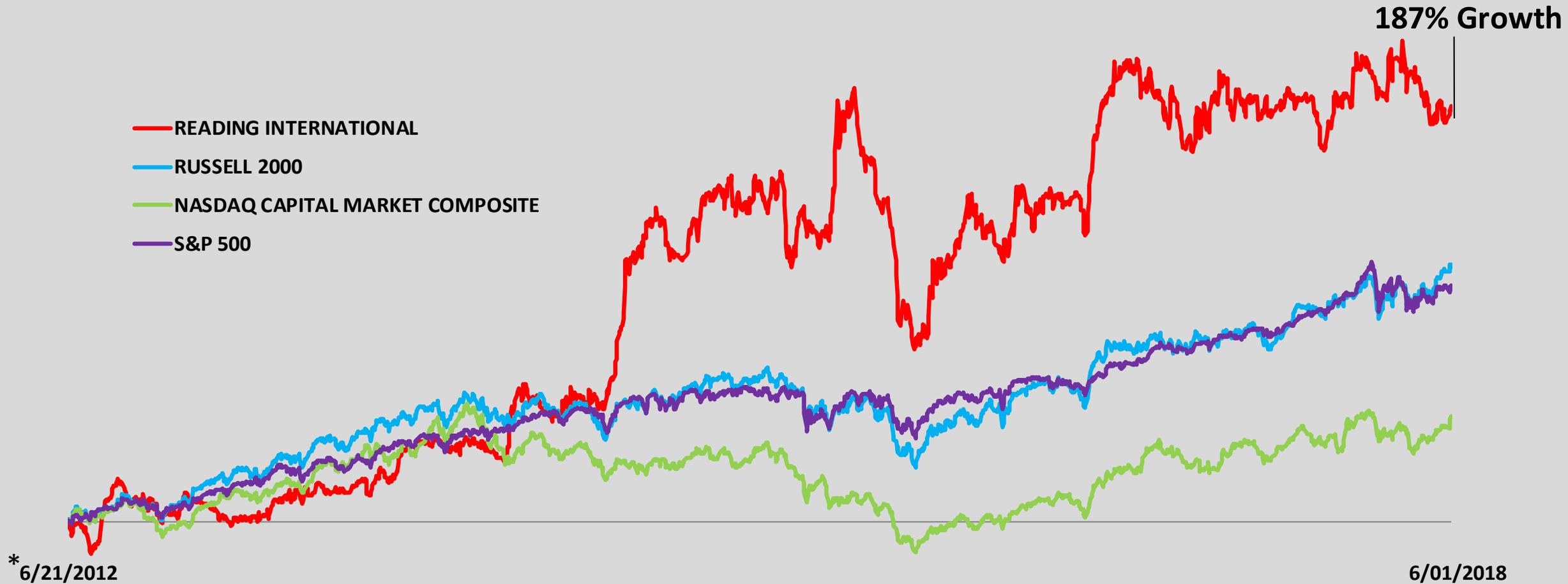
Debt is total debt (gross of deferred financing costs) adjusted for investment in Reading International Trust.

Gain on sales of assets for 2015, 2016 and 2017 were \$11.0M, \$0.4M and \$9.4M respectively, and have been included for purposes of determining Adjusted EBITDA.

\*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.

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

TSR%



# IN CONCLUSION

We create ***long-term stockholder value*** through the opportunistic and synergistic development of entertainment and real estate assets.

## **Our cinema business offers a stable cash flow.**

- We are re-investing in our existing cinema portfolio by implementing our Global Cinema Strategy.
- We are improving our operating income by implementing our Global Cinema Strategy.
- We continue to pursue new opportunities that meet our investment criteria through acquisition or new builds.

## **We have built and continue to develop a strong real estate portfolio.**

- We are creating incremental value through the implementation of our Global Real Estate Strategy.
- Our goal is to drive long-term value for stockholders and being an anchor tenant in our own ETCs provides us the ability to leverage operational and marketing strategies across our centers to drive growth and profitability.



THANK YOU