Lucisano Media Group _{S.p.A.}



Management Presentation October 2018



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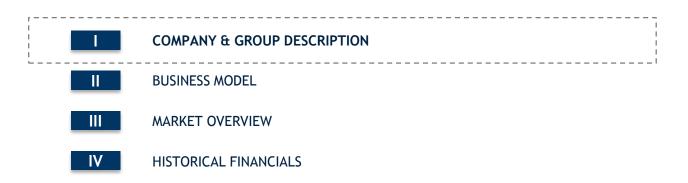
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LMG AT A GLANCE



Company Overview

• Established in 1958 by Fulvio Lucisano through Italian International Film ("IIF"), Lucisano Media Group (LMG) is the oldest integrated Italian player active in production, acquisition and distribution of movie and television products and in management of multiplexes

• The company started as a movie production company but over time expanded its activities to other related segments (distribution, TV production, multiplex management, co-productions) and now operates through 3 business segments:

- Production of Cinema and TV Movies
- Distribution of self-produced and purchased films
- Multiplex Management

• Over its 60-year history in the movie industry, LMG has produced 235 films produced, has distributed approx.600 foreign movies and can count on 318 Italian and international films in the library up to date. More recently, LMG entered the multiplex segment, becoming the #3 operator in the Italian multiplex circuit with 57 screens directly managed and 9867 seats

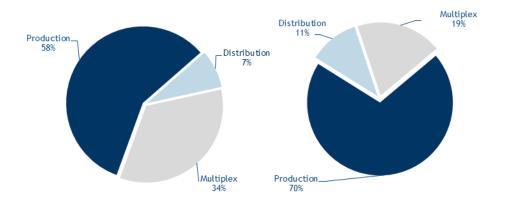
• In July 2014, LMG floated on the Milan Stock Exchange, AIM segment, with the intention to expand its activities and gain visibility on the market. The company's current market cap is of €27.1m

• In 2016, the company, together with Sky and other four main independent producers, founded Vision Distribution, engaged in the distribution of both Italian and International cinema Movies



Key financials 2017A

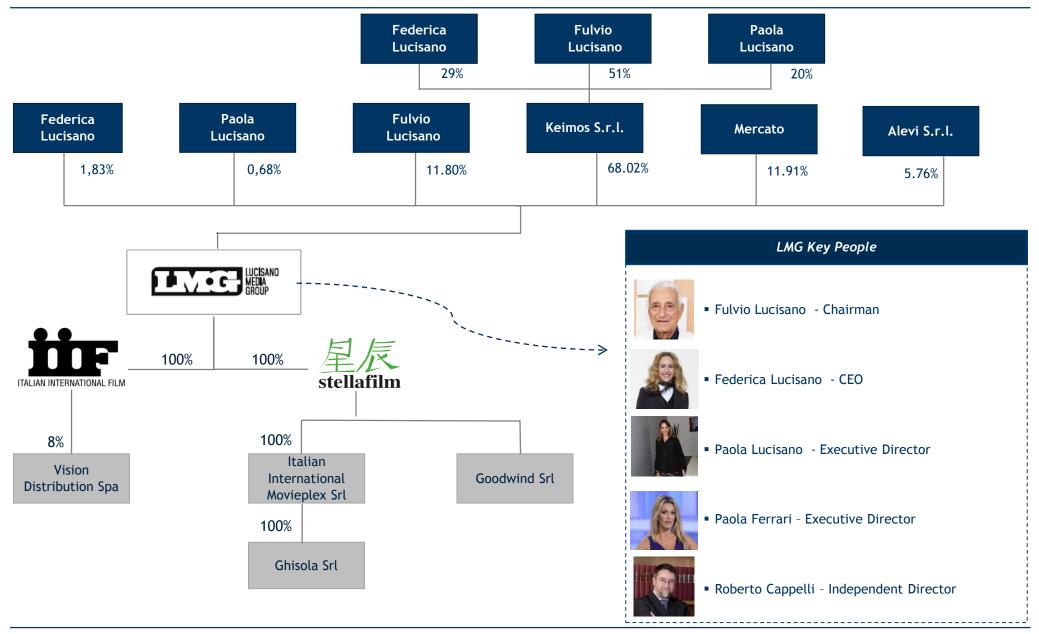
2017A Revenues and EBITDA Breakdown





GROUP STRUCTURE & KEY PEOPLE



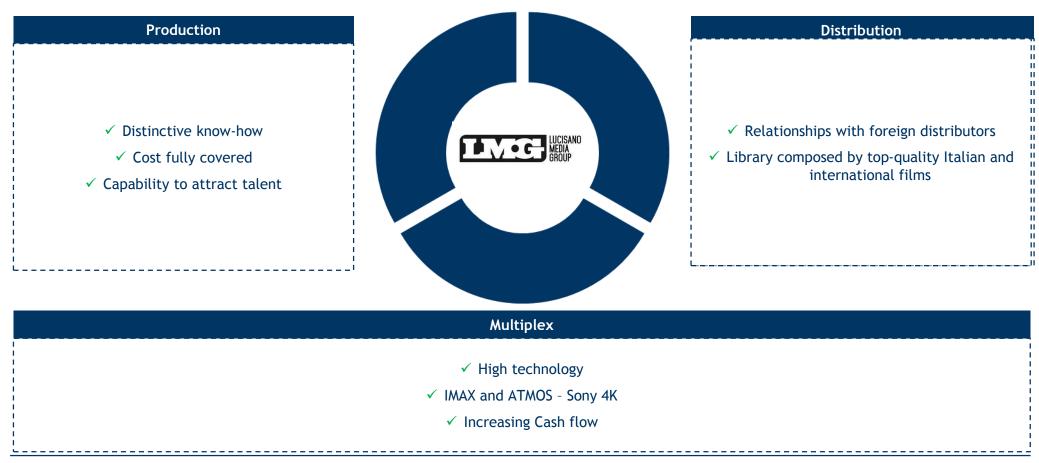


A UNIQUE INVESTMENT OPPORTUNITY

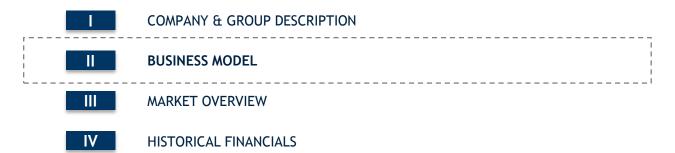




- ✓ Unique fully vertically integrated Italian group
- ✓ Risk diversification across all 3 business units
 - ✓ Very committed management
 - ✓ Strong market price upside potential

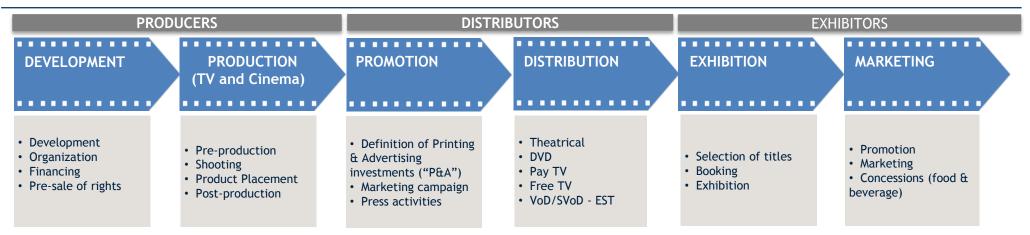






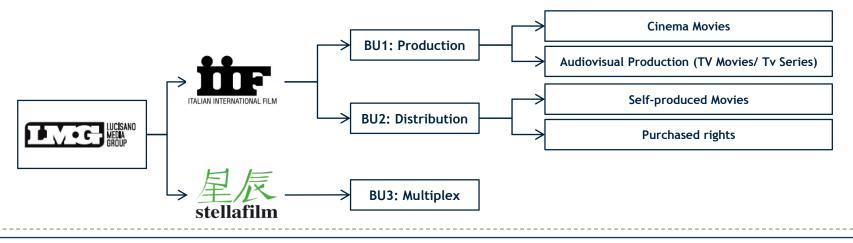
BUSINESS MODEL: INDUSTRY STRUCTURE





LMG - BUSINESS UNITS

- The Group is currently structured in 3 Business Units:
 - Production: production of Cinema and TV Movies;
 - Distribution: exploitation of movie rights (both self-produced or acquired) in different channels;
 - Multiplex: management of theatres particularly in central/southern Italy.





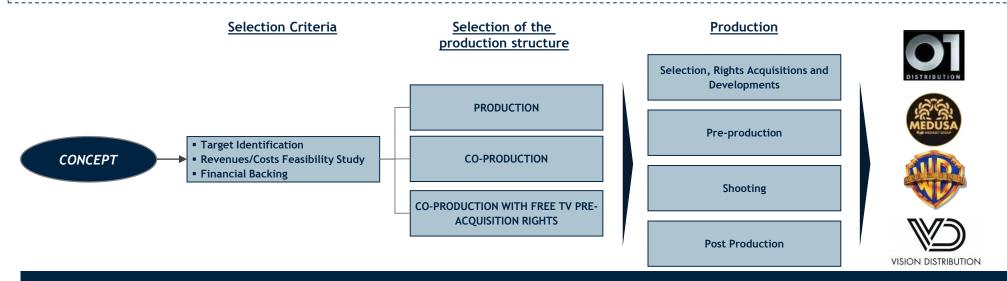
LMG is the only Italian player which is vertically integrated and present in all the phases of the process, from production of both Cinema and TV movies to distribution/management of such contents



BUSINESS MODEL: CINEMA MOVIE PRODUCTION

THE CINEMA PRODUCTION BUSINESS

- The whole process starts with a **concept** that is valued and chosen through a **consumer-oriented analysis**
- If the initial idea passes the preliminary phase, one of the following production methods is adopted:
 - Autonomous production
 - > <u>Co-production with Italian or foreign players</u>
- In each scenario production costs are fully covered before the production starts through a combination of the following:
 - ✓ Pre-sale of free TV rights (the partner participates in the budget and it pre-acquires Free TV rights)
 - ✓ Distribution agreements with guaranteed minimum income
 - ✓ Different government incentives
- Once the film is finished, the product enters the distribution channels

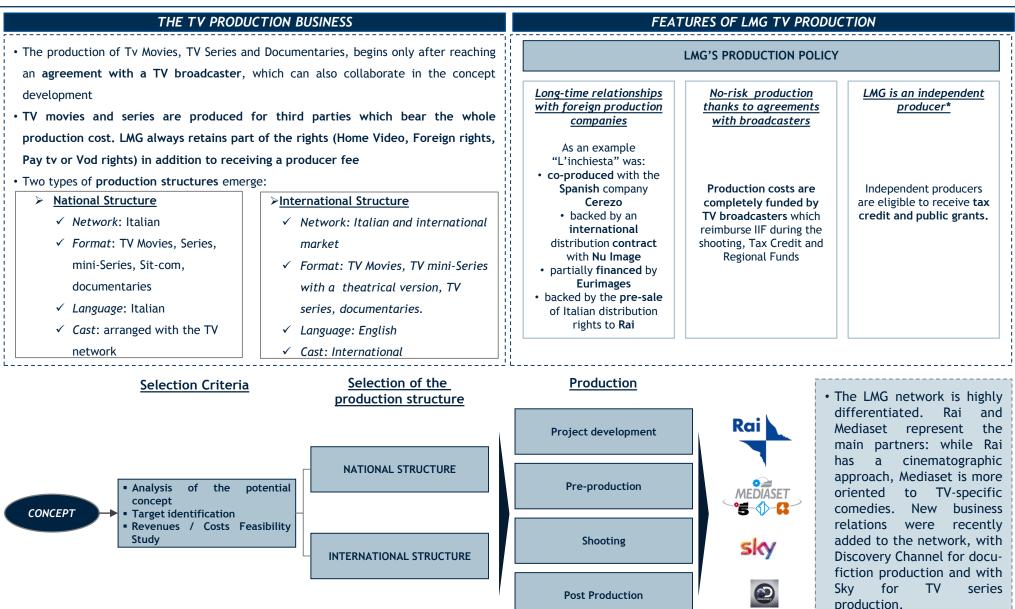


Film production implies different activities, which in turn require high coordination among the parts as well as technical, logistic, artistic

and financial skills

BUSINESS MODEL: AUDIOVISUAL PRODUCTION



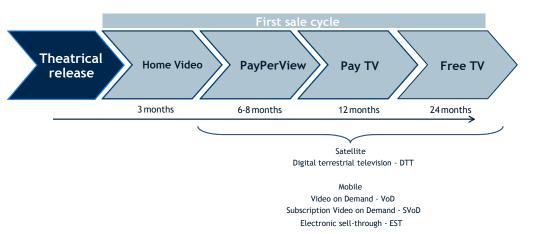


BUSINESS MODEL: DISTRIBUTION



THE DISTRIBUTION BUSINESS

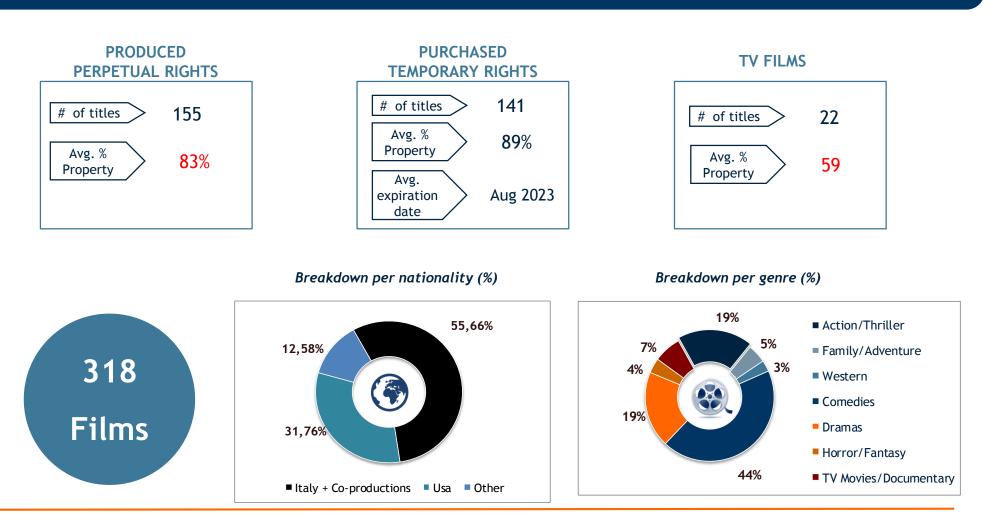
- The distribution process is the same for self-produced films and for purchased ones
- After the first cycle, the value chain (described on the right) can be replicated perpetually for all LMG-owned products. For acquired contents, the chain ends when the license rights expire (average duration of 20-25 years)
- For produced movies, LMG owns several **ancillary and copyrightrelated rights** (sequel, prequel, remake, theater version, music rights, merchandising, etc.). Besides, for this kind of films, the **right exploitation extends to the entire globe**



THEATRICAL DISTRIBUTION	HOME VIDEO DISTRIBUTION	TV SALES	NEW CHANNELS
 The theatrical release is the first step in the commercialization process Since 2006 LMG has outsourced this phase to external partners (Rai Cinema/01 Distribution, Walt Disney/Buena Vista, Medusa) Main agreement with third-parties: Distribution fee of about 15%/20% of entire revenues Advance of P&A expenses Duration: 24 months LMG retains approval rights on the distribution methods (number and type of cinemas) and on the marketing campaign (and related costs) 	 Rental and Sell-Through: the Home Video distribution is outsourced to external partners (RaiCinema/01 Distribution, Buena Vista, Medusa) through guaranteed minimum income agreements or service agreements. LMG is in charge of the authoring (DVD production) and the eventual duplication of the products Image: Image: Imag	 Pay TV, PayPerView, Video on Demand: Sky, Mediaset Premium and Telecom Italia are the main players on the Italian market Signature Construction Free TV: Agreements with the biggest Italian broadcasters: Rai, Mediaset, La7 Rei Construction DTT (Digital Terrestrial) Rei Construction 	 IPTV, Mobile, VoD, SVoD, EST DISTRIBUTORS > ITUNES IN INTERPORT ITUNVISION INTERPORT INVISION INTERPORT INTERPORT INTERPORT<!--</td-->

BUSINESS MODEL: RIGHTS MANAGEMENT - LMG'S LIBRARY

VALUABLE ITALIAN LIBRARY IN TERMS OF SIZE AND QUALITY



MAXIMUM FLEXIBILITY VS HOME ENTERTAINMENT AND TV MARKET DEMAND

73 SCREENS IN SOUTHERN ITALY

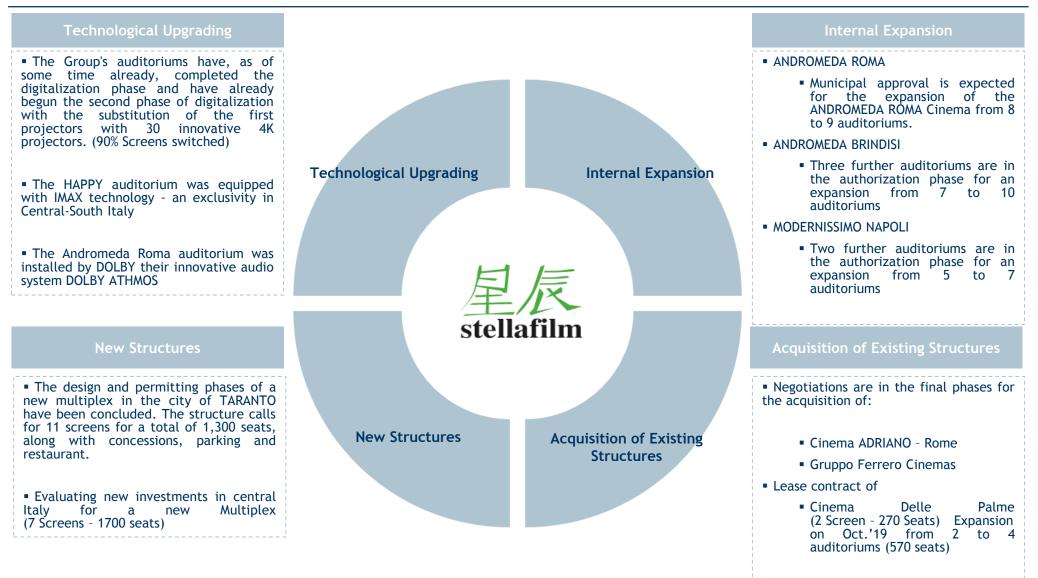
- LMG operates in the direct management of multiplexes and in the programing of movie contents in other multiplexes through its subsidiary **Stella Film**
- Currently Stella Film directly manages a total of 57 screens and 9,867 seats
- On March 12, 2015 the Company announced the agreement for the opening of the first IMAX theater in the south of Italy (only 2 screens are today present in the north of Italy) in partnership with IMAX; on 2016 the Company introduced Dolby Athmos audio system for an enhaced audio experience in Andromeda Roma screens.
- Moreover, Stella Film programs the movie contents in the Duel Village cinemas (Caserta and Salerno, for a total of 12 screens), Citrigno cinema (Cosenza, 2 screen), Supercinema (Cosenza, 1 screen), San Nicola (Cosenza, 1 screen)



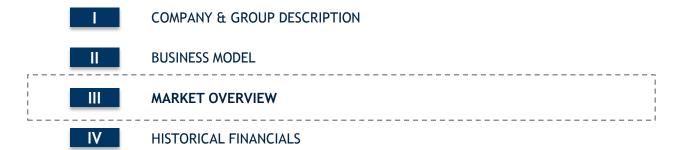


BUSINESS MODEL: MULTIPLEX MANAGEMENT (2/2)



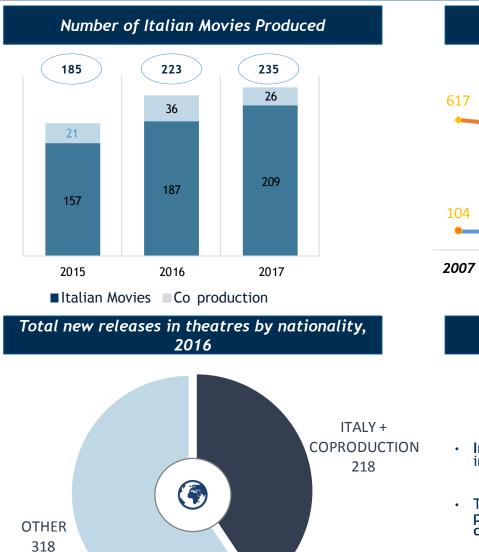




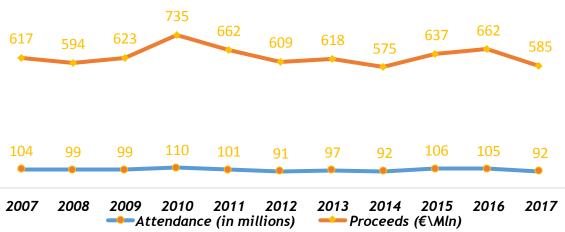


MARKET OVERVIEW: THEATRICAL MARKET

LUCISANO MEDIA GROUP



Box Office Revenues Compared to Attendance



Main Trends

- In 2017, a total of 235 Italian movies were produced, confirming the increasing trend of the past years
- The majority of Italian co-productions are made with French and Swiss producers, proving the quality of the film and facilitating the distribution abroad

MARKET OVERVIEW: TV PRODUCTION

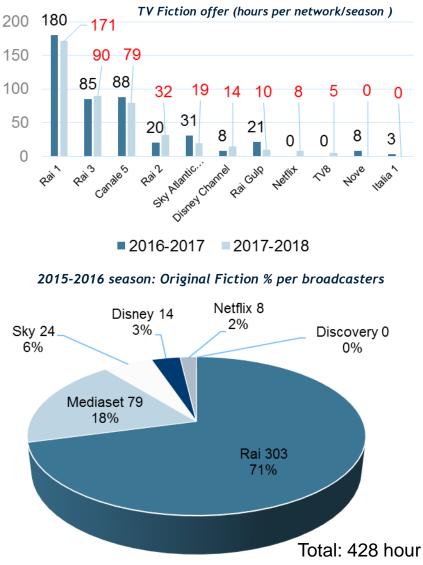


• The Italian TV market has been relatively stable despite a downward trend in the offering levels. The international appeal of Italian TV series has recently increased after the worldwide success of some Italian high budget Series and a new local business approach by Sky, Netflix and other digital providers such as Discovery, TimVision, Fox, etc.

• RAI, Mediaset and Sky, the main players, broadcast 382 hour of Italian original TV productions in 2017-2018. RAI confirms its leading position, its production representing over two thirds of the total offer. The most significant novelty in the period is Netflix' entry in local production.

LATEST GOVERNMENT REGULATION CONCERNING TV PRODUCTIONS (NOV. 14, 2016)

- Since 2012, the TV independent producers could benefit from a 15% tax credit on production costs. The new Law n.220, approved by the parliament On November 14, 2016, improved the tax credit with percentage from 15% to 30%, according with the production structure and the share owned by the independent Producer.
- This Law applies to TV movies, TV series and documentaries produced by Italian-based independent (not controlled by a TV broadcaster) production companies.
- According to the Decree, TV movies and series production companies can offset (as tax credits) up to 30% of the production costs, up to a maximum amount of € 10 Mln per fiscal year
- The production company can benefit from the tax credit only if **50% or more of the production costs are incurred on the Italian territory.**
- According with the new law, in the next years the Italian broadcasters must invest in national productions from 10% to 20% of their Revenues.



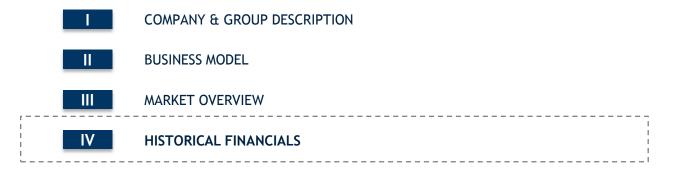
Source: Osservatorio sulla Fiction Italiana and Associazione Produttori Televisivi Budget TV Production per broadcaster (€/Mln Estimate)

MARKET OVERVIEW: AMONG TOP PLAYERS IN THE ITALIAN MULTIPLEX MARKET

RANK	COMPANY	LOGO	VIEWERS 2017 Data in Mln	SCREENS	THEATRES
1°	UCI	CINEMAS	18.73	491	47
2°	The Space Cinema	THESPACE	12.96	293	30
3°	Stella Film	星辰 stellafilm	1.88	57	7 *
4°	Ferrero Cinemas	MASSIMO FERRERO CINEMAS	1.65	47	10
5°	Cinelandia	Cinelandia	1.52	56	7
6°	Regno del Cinema		1.47	26	4
7 °	Giometti Cinema		1.38	40	4
8°	Circuito Malucelli		1.27	18	2
9 °	Movie Planet	May Contraction	1.03	32	5
10°	Starplex - Cinestar	<u>Cine Star</u>	0.72	39	5

Stella Film is the first Italian independent player in the multiplex market and in 2017 reached fairly €2 Mln viewers

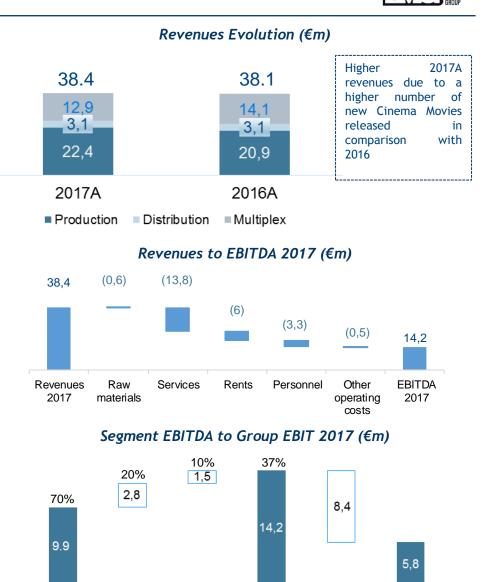




HISTORICAL FINANCIALS: IAS IFRS INCOME STATEMENT

Income Statement (Euro/Ml	n)	2017A	2016A
Revenues		38.4	38.1
	Production	22.4	20,9
	Distribution	3.1	3,1
	Multiplex	12.9	14.1
Operating Costs		(20.9)	(20.2)
Value Added		17.5	17,9
Personnel Cost		(3.3)	(2.9)
EBITDA		14.2	15.0
	EBITDA Margin	37%	39 %
Amortization Depreciation		(8.4)	(8.9)
EBIT		5.8	6.1
Financial Income and Expenses		(1.0)	(1.0)
Gross Profit		4.8	5.1
Taxes		(1.0)	(1.1)
Net Profit		3.8	4.0

- LMG reported a good set of 2017A results, in line with 2016A. Revenues came at €38.4m, slightly increased versus the same period of 2016A. EBITDA stood at €14.2m, with EBITDA Margin fairly decreased at 37%. As a result EBIT and Net Profit decreased at certain extent.
- Major operating costs are represented by services costs which include film production and distribution expenses (pertaining to IIF) and the multiplex outlays (overall management of the theatres). The other relevant figure is rental costs which are mainly referred to Stella Film, for the rental of films and multiplexes



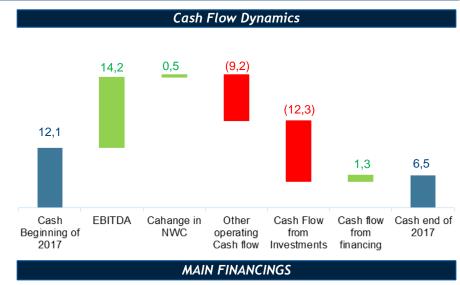
Production

Distribution Multiplex EBITDA2017 D&A EBIT2017

HISTORICAL FINANCIALS: IAS IFRS BALANCE SHEET AND CASH FLOWS

Balance Sheet (Euro/Mln)	2017A	2016A	2017H1	2018H1
Total Fixed Assets	44.9	41.2	44.6	46.0
Net Working Capital	13.3	11.8	13.7	19.0
Account Receivables	18.9	17.6	11.9	22.0
Account Paybles Other Assets	(13.3)	(10.4)	(9.8)	(11.9)
(Liabilities)	13.7	4.6	11.6	8.9
Funds	(1.4)	(1.4)	(3.2)	(1.4)
Uses	62.8	51.6	55.1	63.6
Shareholder's Equity	31.9	28.9	29.5	32.6
Net Financial Debt	30.9	22.7	25.6	31.0
Cash and equivalents	(6.5)	(12.5)	(7.8)	(3.8)
ST Financial Debt	3.5	2.6	2.4	2.7
LT Financial Debt	33.9	32.6	31.0	32.1
Sources	62.8	51.6	55.1	51.6

NFD Breakdown (Euro/Mln)	2016A	2017A	2018H1
Cash and Equivalents	(12.5)	(6.5)	(3.8)
Short-term Financial Debt	2.6	3.5	2.7
Pool financing	0.2	0.2	0.2
Loans	1.4	2.7	1.8
Financial lease	0.5	0.2	0.2
Shareholders'			
loan	0.4	0.3	0.3
Other	0.1	0.1	0.2
Long-term Debt	32.6	33.9	32.1
Pool financing	21.8	22.7	22.4
Loans	4.9	5.5	4.1
Financial lease	5.9	5.7	5.6
Net Financial Debt	22.7	30.9	31.0
Debt to EBITDA	1.5	2.2	
Debt to equity	0.8	1.0	



POOL FINANCING

- In 2016 LMG renewed a € 40 million financing from a pool of financial institutions: Mediocredito Italiano S.p.A and Unicredit S.p.A..
- Purposes of the financing are:
 - O Up to € 25 Mln for the acquisition of new film rights and financing of movie production costs. The amount can be drawn up to February 2022 and shall be fully reimbursed by February 2024;
 - Up to € 15 Mln for credit discounting in relation to movie production and distribution. The amount can be drawn up to February 2022 and shall be fully reimbursed by February 2024.
- The variable interest rate is calculated as the six-month Euribor rate plus a 2.75% spread.
- The financing is secured by a mortgage on the "Andromeda Maxicinema" property.



HISTORICAL FINANCIALS: IAS IFRS INCOME STATEMENT

Income Statement (Euro/MI	n) 2017H1	2018H1
Revenues	12.8	14.0
	Production 4.5	7.1
	Distribution 0.9	0.6
	Multiplex 7.4	6.3
Operating Costs	(7.1)	(7.4)
Value Added	5.7	6.6
Personnel Cost	(1.7)	(1.8)
EBITDA	4.0	4.8
	EBITDA	
	Margin 31%	34%
Amortization Depreciation	(1.8)	(2.5)
EBIT	2.2	2.2
Financial Income and Expenses	(0.5)	(0.5)
Gross Profit	1.7	1.7
Taxes	(0,3)	(0.2)
Net Profit	1.4	1.5

• LMG reported a good set of 2018H1 results, in comparison with 2017H1. Revenues came at €14m, substantially increased versus the same period of 2016. EBITDA rose to €4.8m, with EBITDA Margin at 34%. Stable EBIT and Net Profit are mainly the result of higher amortization of intangible assets.

• As per 2017A, major operating costs are represented by services costs which include film production and distribution expenses (pertaining to IIF) and the multiplex outlays (overall management of the theatres). The other relevant figure is rental costs which are mainly referred to Stella Film, for the rental of films and multiplexes

• Personnel costs and Financial Income and Expenses remained substantially unchanged.

Revenues Evolution (€m) 12,8 14.0 6,3 7,4 0,6 0,9 7,1 4.5 2017H1 2018H1 Production Distribution Multiplex Revenues to EBITDA 2018H1 (€m) (0,3)(4) 14 (2,9)(1,8)(0,3)4,7 Revenues Raw materials Services Rents Personnel Other EBITDA 2018H1 operating 2018H1 costs

Segment EBITDA to Group EBIT 2018H1 (€m)

