YTD Q3 FY2018 RESULTS PRESENTATION

27 July 2018

Main highlights of the period

YTD June performance

- YTD June like-for-like revenue growth of 2.4% with an EBITDA drop of €4.4 MM
- Strong season passes sales across all regions (+15% growth vs. prior year)
- +16% revenue growth achieved during off season events
- Partially offset by adverse weather conditions during Spring season in Spain and US

Key highlights of the period

- On July 17th, the board accepted the resignation of Peter Long and appointed Richard Golding as new non-Executive Chairman of the Board
- Expansion into Australia through the acquisition of Wet'n'Wild Sydney from Village Roadshow
- New expansion area – The Steelers Country – at Kennywood; a unique combination of two of the strongest brands in Pennsylvania and the first agreement between a leisure park and a National Football League team

The outlook for the year

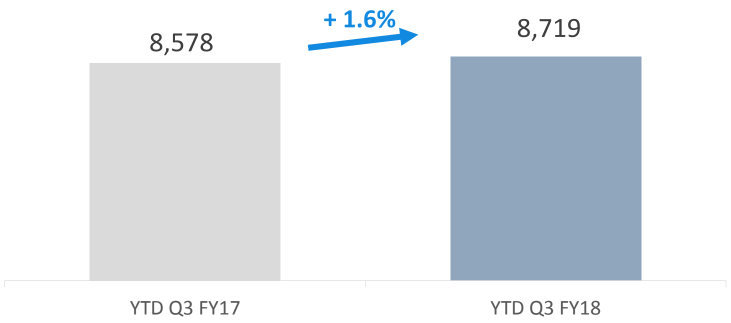
- c.42% of the revenue is still to come
- YTD June performance and July current trading have been affected by poor weather conditions
- Our year end target is still achievable if we experience normalized weather conditions

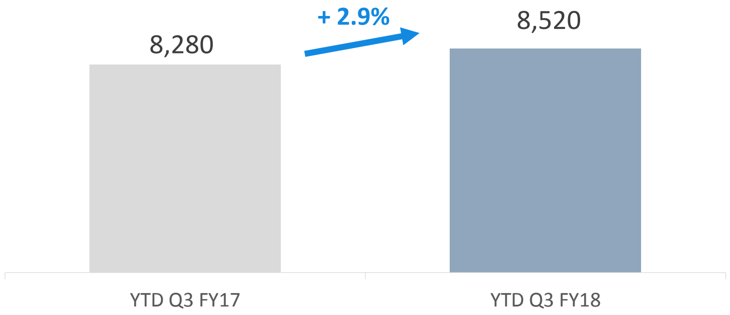
Like-for-like figures: Assumes constant FX rates and same park portfolio perimeter (excluding Teleférico de Madrid, concession that expired in December 2017, and the acquisition of Belantis which was completed in March 1st, 2018)

Achieved +2% like-for-like revenue growth

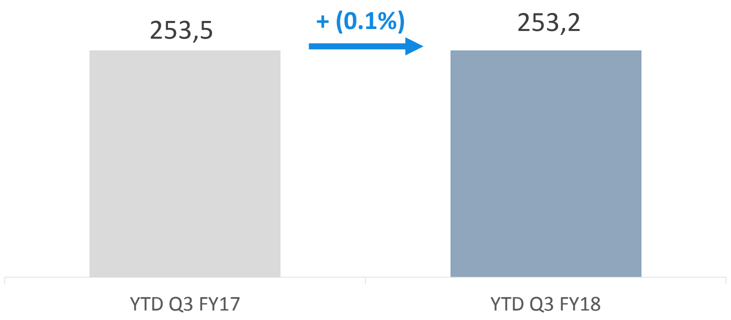
	YTD Q3 FY18 Reported Figures	YTD Q3 FY18 Like-for-Like

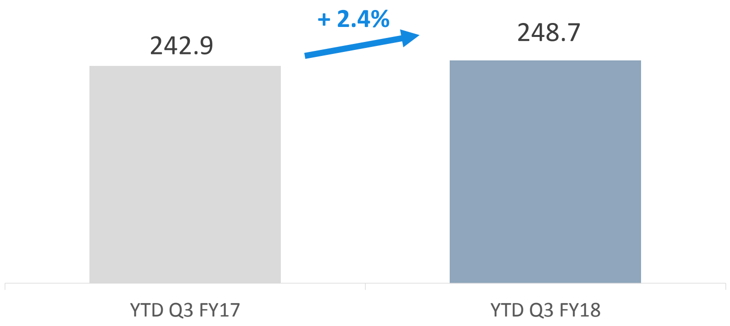
Visitors ('000)



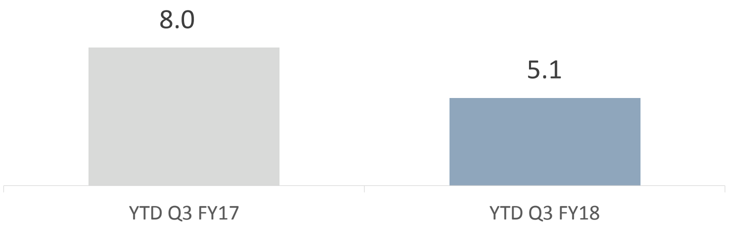


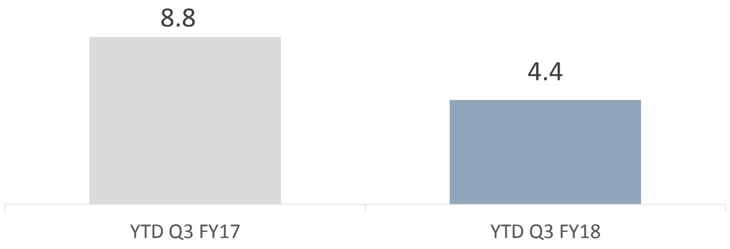
Revenue (€ MM)





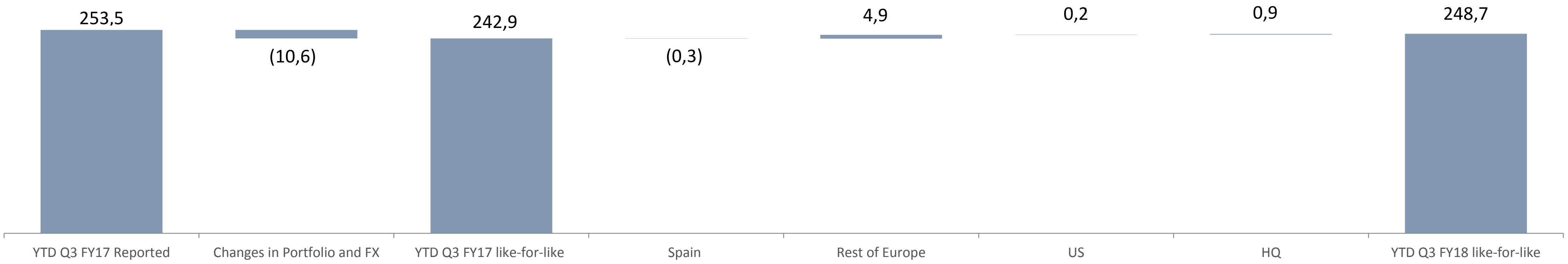
Recurrent EBITDA (€ MM)



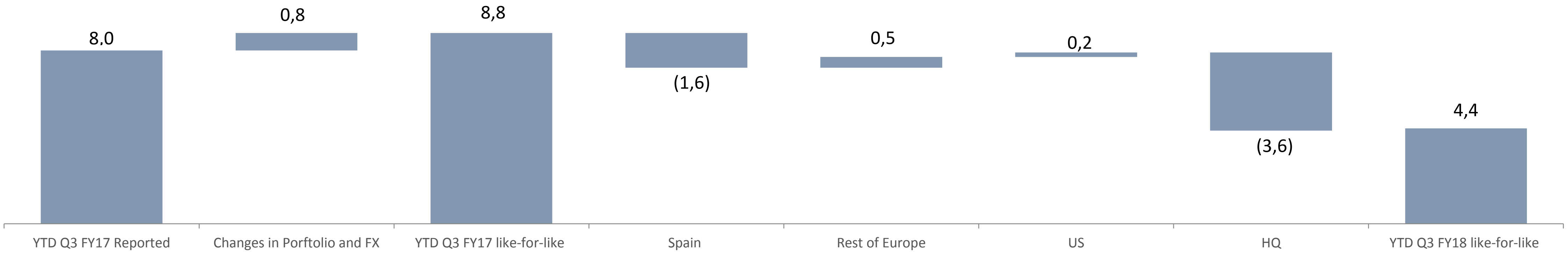


YTD Performance by region

Revenue Bridge



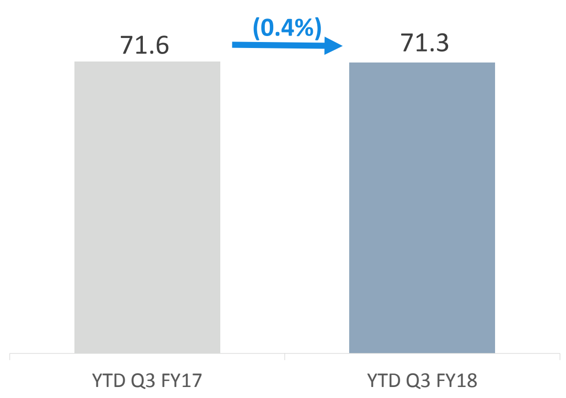
Recurrent EBITDA Bridge



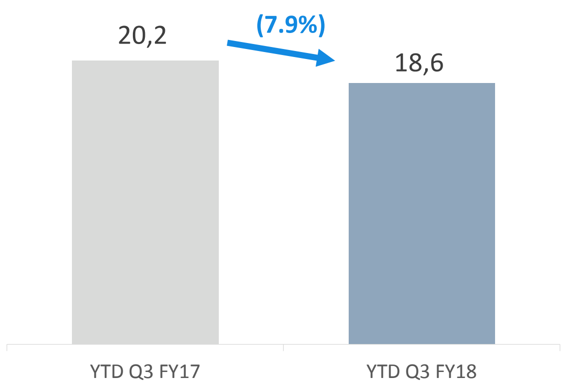
Spain: Good underlying performance offset by poor weather during spring

- **Good underlying performance offset by poor weather during spring season**
  - Achieved flat YTD like-for-like revenue performance
  - March to mid-June performance has offset growth achieved during the low season as we have experienced the rainiest Spring since 1965
  - Animal parks, where Spring is peak season, have been more affected
  - Good underlying performance under normal operating conditions
    - +10% like-for-like revenue growth in Q1 and +18% revenue increase during off-season events
    - Good performance in June
- **All elements in place to achieve growth during the summer season**
  - Season passes sales growing by 23%
  - Expansion projects on track: Warner Beach extension and Nickelodeon area at PAM are already opened
  - On track current trading (July) performance
- **YTD Q3 revenues represent c.50% of annual revenues in Spain**

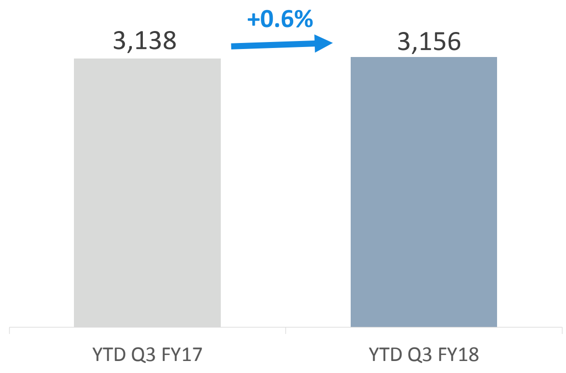
Revenue (€ MM)



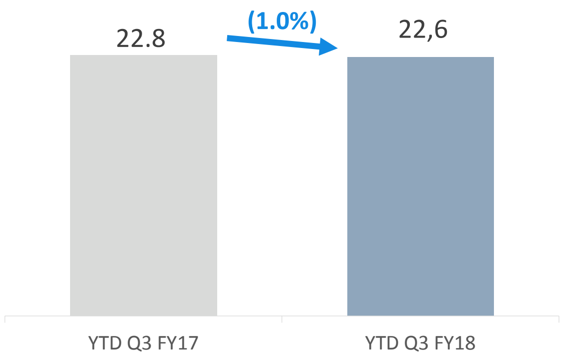
Recurrent EBITDA (€ MM)



Visitors ('000)

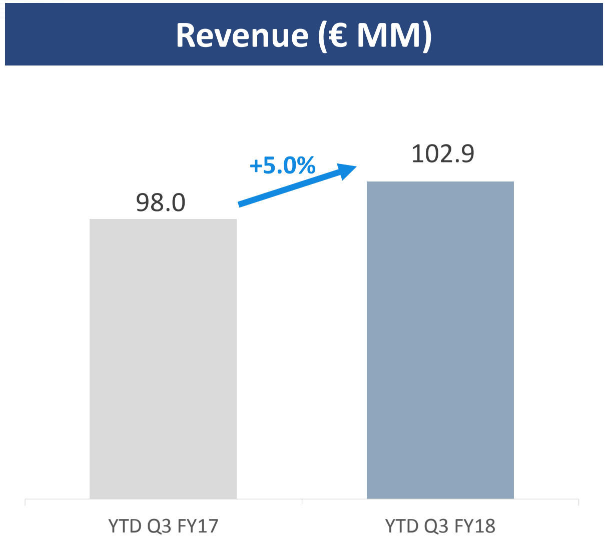


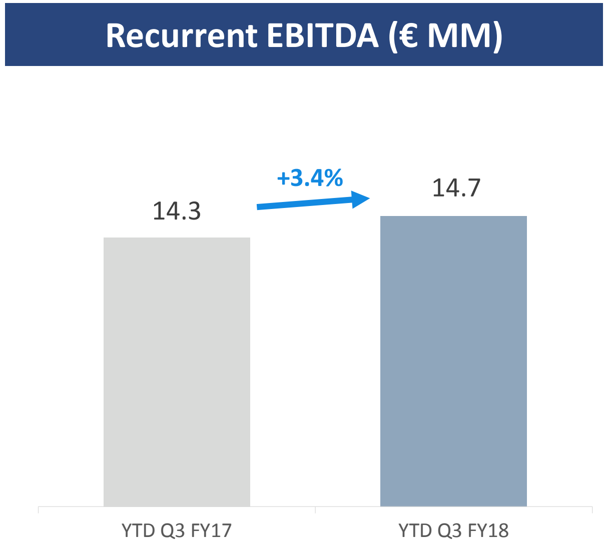
Percap (€)

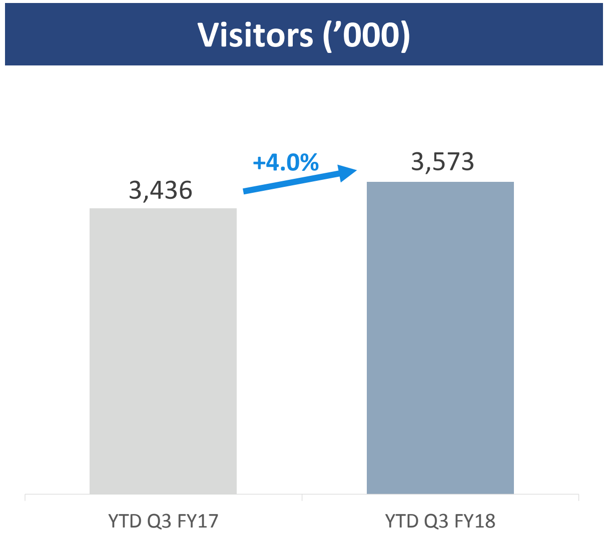


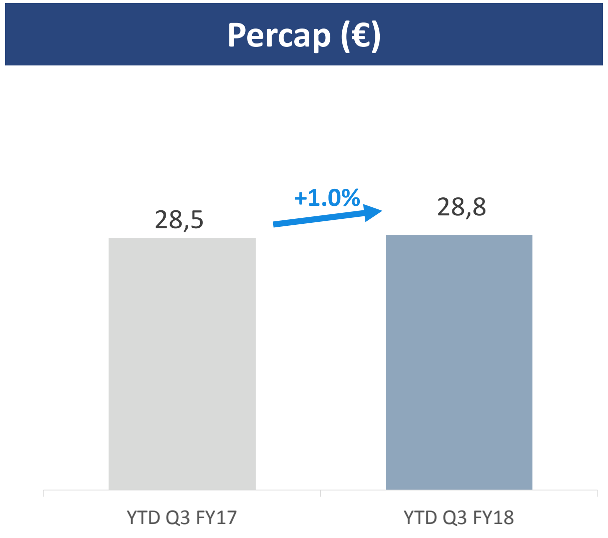
RoE: Best YTD performance across the portfolio

- **Strong results delivered YTD June**
  - 5.0% like-for-like revenue increase driven by both attendance and percap growth
  - 3.4% like-for-like EBITDA growth
    - +c.40% revenue to EBITDA drop through during Q3 standalone
    - Advanced costs incurred during low season are gradually been absorbed
- **Key drivers of performance are:**
  - Good performance in the low season (+13% revenue growth during off-season events)
  - Strong results achieved during Easter and Spring vacations
  - + 21% growth achieved in season passes sales
- **YTD Q3 revenues represent almost half of annual revenues in RoE**









US: 70% of revenues are yet to come

➤ **Slow start of the season in the US**

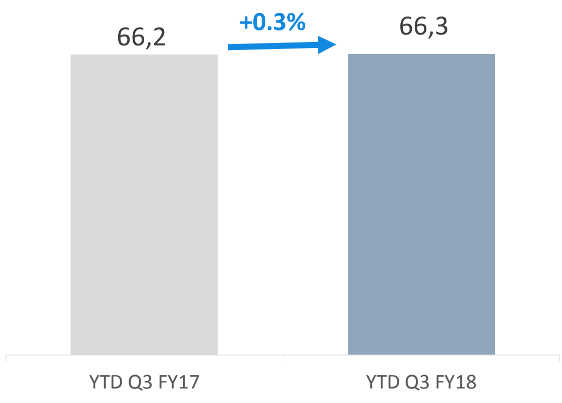
- +0.3% like-for-like revenue growth
- +1.6% like-for-like EBITDA growth

➤ **Key highlights of the performance:**

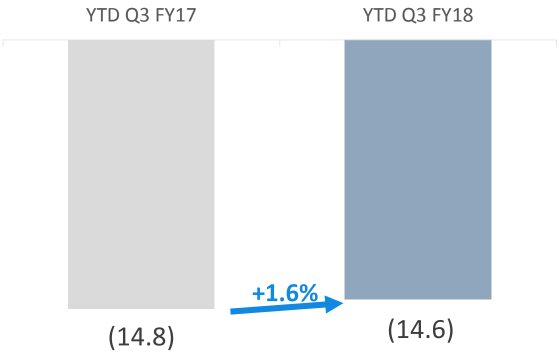
- Good performance during the low season (+18% revenue increase during off-season events)
- +5.4% growth achieved in season passes sales
- Partially offset by adverse weather, with a combination of cooler temperatures and more rainy days, affecting our parks located in California and North East region
- And SeaLife Hawaii performance has been negatively affected by a decline in tourism following the eruption of the Kilauea Volcano

➤ **The first 9 months of the year represents only c.30% of annual revenues**

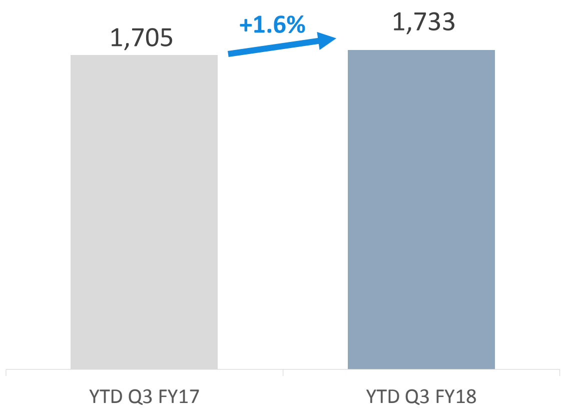
Revenue (€ MM)



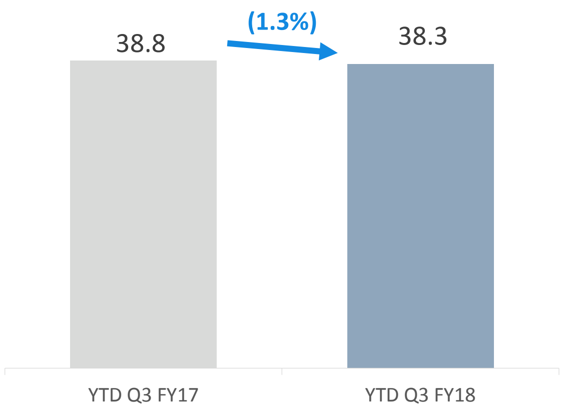
Recurrent EBITDA (€ MM)



Visitors ('000)



Percap (€)



P&L Summary

- **EPS losses remain flat at €0.72 per share**

- **Non recurrent items amounting to €7.6 MM including,**
  - Miami clean up cost after Hurricane Irma
  - Bad debt provision of Vietnam contract
  - Personnel restructuring, advisory fees, provision for stock based compensation and other non-recurrent items

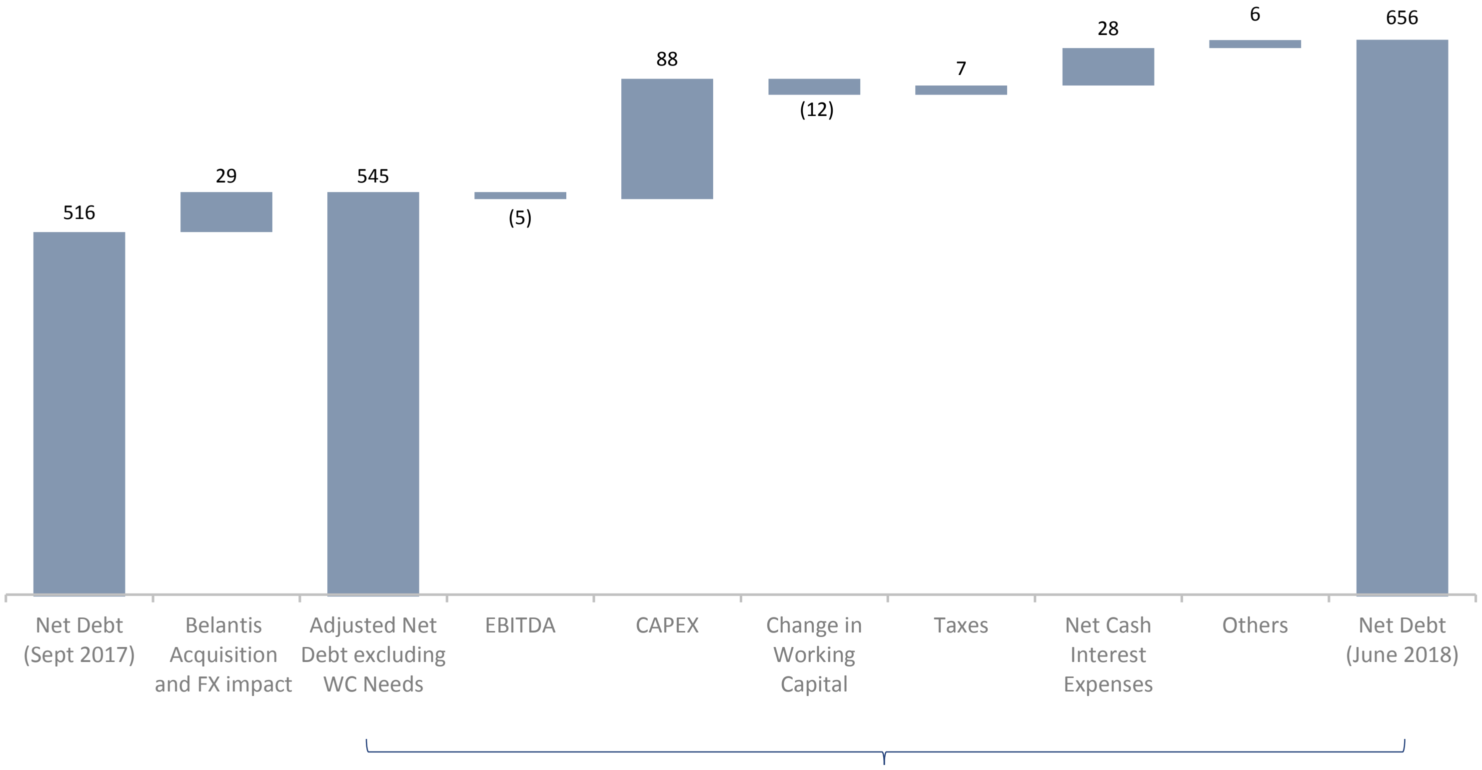
Summary P&L (Reported figures)			
€ MM	YTD Q3 FY17	YTD Q3 FY18	Var.
Recurrent EBITDA	**8.0**	**5.1**	**(36.2%)**
D&A	(52.1)	(60.8)	(16.8%)
EBIT	**(44.1)**	**(55.7)**	**(26.4%)**
Non-recurrent items	(11.6)	(7.6)	(34.5%)
Net impairments	(10.0)	0	n.m.
Operating Profit	**(65.7)**	**(63.3)**	**3.6%**
Net financial expenses	(25.6)	(25.8)	(1.1%)
Income tax	32.7	30.8	(5.9%)
Net income	**(58.5)**	**(58.4)**	**0.3%**
EPS	**(0.72)**	**(0.72)**	**0.3%**

Cash Flow Generation and Net Debt Position

- **Adjusted net debt, excluding intra-year working capital needs, increased up to €545 MM due to**
  - Acquisition of Belantis
  - USD to € appreciation

- **€111 MM of intra-year working capital needs related to the business seasonality**

Net Debt Evolution (€MM)



➤ Intra-year working capital needs: €111 MM

Current Trading Performance as of July(1)

- **+1.3% like-for-like revenue growth YTD as of July 22nd**

- **YTD revenue performance by region**
  - Spain is back to growth
  - RoE normalization and on track
  - US performance slightly down due to weather but with low year-to-go comparable figures from last year

- **c.42% of annual revenue is still to come**
  - Our year end target is still achievable if we experience normalized weather conditions

Like-for-like Revenue Growth as of July(1)

		Current Trading	
	YTD June	**July(1)**	**YTD July(1)**
Spain	(0.4%)	7.9%	**1.3%**
RoE	5.0%	(3.0%)	**3.0%**
US	0.3%	(2.7%)	**(1.1%)**
Group	**2.4%**	**(1.1%)**	1.3%
% Annual Revenues	**c.40%**	**18%**	**58%**

(1) Includes performance until July 22nd

Expanding in Australia with the acquisition of Wet’n’Wild Sydney

- **Agreement to acquire Wet’n’Wild Sydney in Australia for AUD40 MM (c.€25 MM) plus a variable compensation depending on revenue performance**
  - The second most visited water park in Australia
  - Most modern water park in Australia, opened in December 2013 with a total investment of approximately AUD140 MM
  - Located in Prospect – 40 min. away from Sydney, most populated city with 5.6 MM inhabitants – and boasted with state-of-the-art attractions along its 24 ha

- **1st step in Australia and in the South Hemisphere**
  - Unique opportunity to build a platform in Australia through M&A and development of new indoor centers
  - Expands the season of the business as peak season in Australia runs during the low season in Europe and US
  - Represents a step forward to balance our business exposure to external factors

- **Sizeable value creation opportunity**
  - Significant potential to increase profitability levels of the park
    - 2018 park EBITDA expected to be breakeven vs. historical peak levels of c.AUD9 MM
    - Selected PQR US water parks EBITDA margin levels are above 35%
  - Expansion opportunities through 2nd gate parks or themed areas

- **Reinforced our leading market global position**
  - Global presence with operations and projects in Europe, US, Middle East, Asia and now Australia
  - Strengthen our position as #1 water park operator worldwide with 22 water parks

APPENDIX

1. Performance by Region – Reported Figures

	YTD Q3 Reported Figures														
	GROUP			SPAIN			REST OF EUROPE			US			HQ[1]		
€ MM	Q3FY17	Q3 FY18	Var.	Q3 FY17	Q3 FY18	Var.	Q3 FY17	Q3 FY18	Var.	Q3 FY17	Q3 FY18	Var.	Q3 FY17	Q3 FY18	Var.
Visitors ('000)	8,578	**8,719**	1.6%	3,436	**3,242**	(5.7%)	3,436	**3,686**	7.3%	1,705	**1,733**	1.6%	-	-	-
Total Percap	**29.5**	**29.0**	**(1.7%)**	**21.4**	**22.1**	**3.5%**	**28.9**	**29.0**	**0.4%**	**43.0**	**38.3**	**(11.0%)**	**-**	**-**	**-**
Total Revenue	253.5	**253.2**	(0.1%)	73.5	**71.8**	(2.3%)	99.4	**107.0**	7.7%	73.4	**66.3**	(9.6%)	7.2	**8.1**	11.9%
Recurrent EBITDA	8.0	**5.1**	(36.2%)	21.4	**18.8**	(12.4%)	14.5	**15.3**	5.4%	(16.4)	**(14.6)**	11.3%	(11.5)	**(14.4)**	(25.0%)
% margin	3.2%	2.0%	-	29.1%	26.1%	-	14.6%	14.3%	-	n.m.	n.m.	-	-	-	-
Recurrent capex	45.8	**47.3**	3.3%	5.4	**6.8**	24.5%	25.3	**17.2**	(32.1%)	12.0	**20.3**	68.9%	3.0	**3.0**	1.8%

(1) Headquarters include management contracts and indoor entertainment centers businesses

2. Performance by Region – Like-for-like Figures

	YTD Q3 Like-for-like Figures														
	GROUP			SPAIN			REST OF EUROPE			US			HQ[1]		
€ MM	Q3FY17	Q3 FY18	Var.	Q3 FY17	Q3 FY18	Var.	Q3 FY17	Q3 FY18	Var.	Q3 FY17	Q3 FY18	Var.	Q3 FY17	Q3 FY18	Var.
Visitors ('000)	8,280	8,520	2.9%	3,138	3,156	0.6%	3,436	3,573	4.0%	1,705	1,733	1.6%	-	-	-
Total Percap	29.3	29.2	(0.5%)	22.8	22.6	(1.0%)	28.5	28.8	1.0%	38.8	38.3	(1.3%)	-	-	-
Total Revenue	242.9	248.7	2.4%	71.6	71.3	(0.4%)	98.0	102.9	5.0%	66.2	66.3	0.3%	7.1	8.1	13.1%
Recurrent EBITDA	8.8	4.4	(50.1%)	20.2	18.6	(7.9%)	14.3	14.7	3.4%	(14.8)	(14.6)	1.6%	(10.8)	(14.4)	(32.9%)
% margin	3.6%	1.8%	-	28.3%	26.1%	-	14.6%	14.3%	-	n.m.	n.m.	-	-	-	-
Recurrent capex	45.4	47.3	4.1%	5.4	6.8	24.5%	25.3	17.2	(32.0%)	11.7	20.3	72.8%	3.0	3.0	2.5%

(1) Headquarters include management contracts and indoor entertainment centers businesses

3. Balance Sheet

Assets

€ MM	FY17 30 Sep 17	FY18 30 June 18	Var.
Property, plant and equipment	900	964	63.8
Goodwill	562	577	14.4
Intangible assets	442	428	(14.7)
Non-current financial assets	2	2	(0.1)
Total non-current assets	**1,907**	**1,970**	**63.4**
Inventories	25	31	6.6
Trade and other receivables	30	28	(2.0)
Current tax assets	1	1	0.8
Other current assets	9	12	3.4
Cash and cash equivalents	123	54	(69.1)
Total current assets	**187**	**127**	**(60.3)**
Total assets	**2,094**	**2,097**	**3.1**

Equity and Liabilities

€ MM	FY17 30 Sep 17	FY18 30 June 18	Var.
Share capital	40	40	0.0
Share premium	1,328	1,328	0.0
Other reserves	(289)	(297)	(8.4)
Other comprehensive income	18	19	1.7
Retained earnings(Parent)	11	(58)	(69.7)
Equity (Parent)	**1,108**	**1,032**	**(76.4)**
Non- controlling interests	1	0	(0.0)
Total equity	**1,109**	**1,032**	**(76.4)**
Loans and borrowings	547	531	(16.4)
Finance lease	55	55	(0.1)
Deferred tax liabilities	200	173	(26.5)
Provisions	11	10	(0.9)
Other non-current liabilities	2	8	6.3
Total non-current liabilities	**814**	**777**	**(37.6)**
Loans and borrowings	31	117	85.6
Other financial liabilities	0	20	20.0
Finance lease	5	5	0.1
Trade and other payables	116	112	(4.0)
Current tax liabilities	6	0	(6.1)
Other current liabilities	12	34	21.4
Total current liabilities	**171**	**288**	**117.0**
Total liabilities	**985**	**1,065**	**79.5**
Total equity and liabilities	**2,094**	**2,097**	**3.1**

4. Alternative Performance Measures

As per ESMA guidelines (2015/1415), an Alternative Performance Measure (APM) is a financial measure of historical or future financial performance other than those defined or specified in the applicable financial reporting. Below, we are defining the main APMs used by Parques Reunidos' Management and that should be considered in addition to the financial statements drafted according to the applicable regulation

➤ The main APMs definitions for the group are:

- **Like-for-like figures:** assumes constant FX rates and same park portfolio perimeter (excluding Teleférico de Madrid concession that expired in December 2017 and Belantis that was acquired in March 2018)
- **Total Percap:** average spend per visitor to a park, includes both ticketing, in-park spending and others
- **Ticketing Percap:** average admission fees per person spent per visit to a park
- **In-park Percap:** average spend per visitor to a park excluding admission fees. It includes spending on food & beverage, retail purchase, souvenirs photography among others
- **Recurrent EBITDA:** earnings before interests, taxes, depreciations, amortizations, provisions, impairments and other non-recurrent items
- **Non-recurrent items:** are those considered by the company as a one-off expense or gain that are not expected to occur on a normal basis. This could include restructuring costs, compensations, gains/loss from discontinued operations or losses from lawsuits among others
- **EBIT:** earnings before interests, taxes, provisions, impairments and other non-recurrent items
- **Net income pro-forma:** net income excluding net impairments and other non-recurrent items net of taxes
- **Net debt:** gross debt minus cash and equivalents
- **Recurrent capex:** investments made on maintenance and on new attractions:
    - **Maintenance capex** comprises the day-to-day capital expenditure to maintain fresh the parks and guarantee safety across the portfolio
    - **Investing in new attractions or features** is also considered as recurrent capex by the company. These investments are key for the business allowing us to maintain the current visitor base and revenues of the park, attracting new ones, extending the season of the park, developing a new activity, repositioning the park or extending the length of visit

Parques Reunidos

PASSION FOR LEISURE