

SPACE AND PEOPLE

## 2017 FULL YEAR RESULTS

INVESTOR PRESENTATION



E.ON at Broadgate





Gross revenue of £22.4 million (2016: £22.9 million)

Net revenue of £10.0 million (2016: £9.7 million)

Profit before taxation £1.2 million  
(2016: £0.1 million from continuing operations)

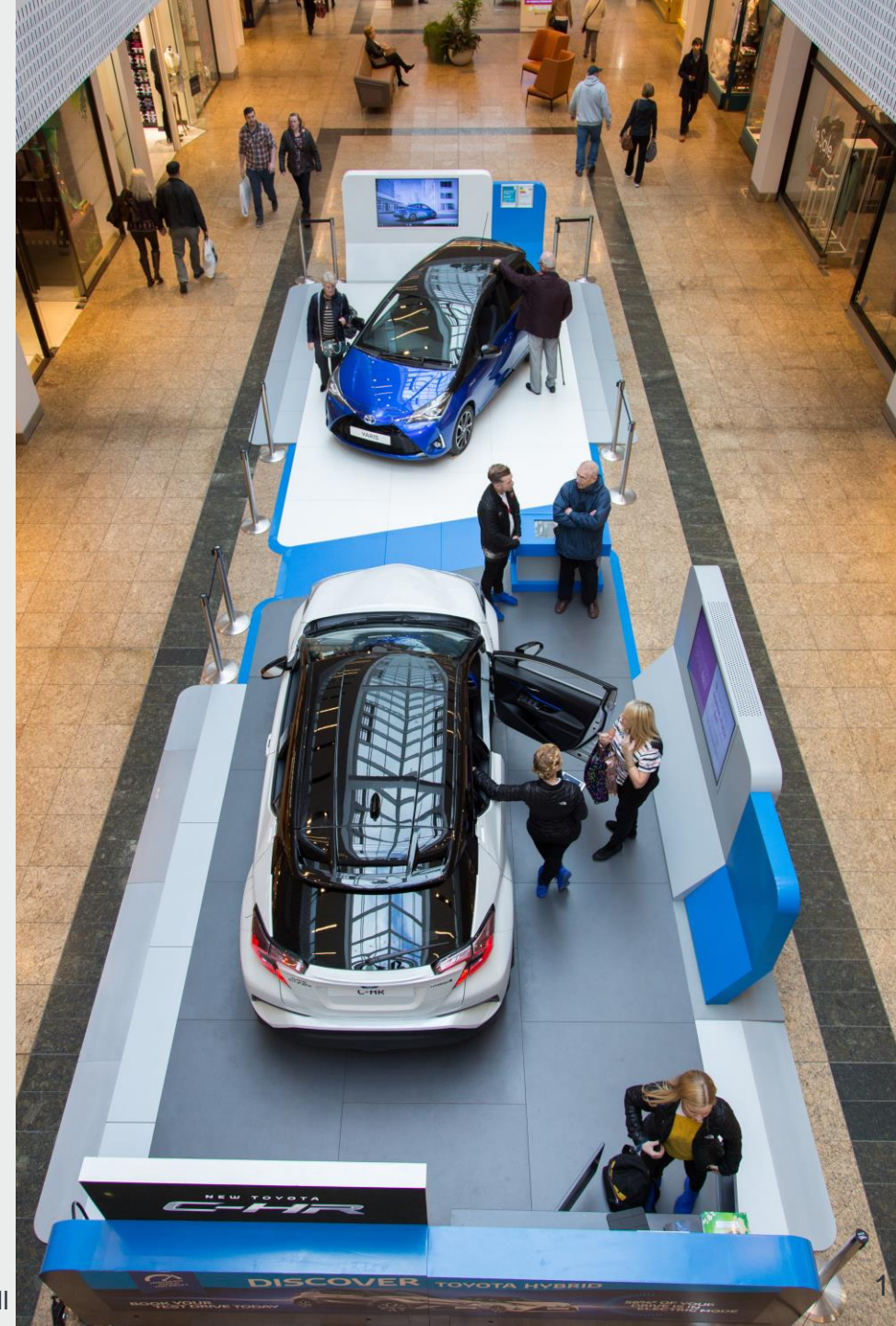
Net cash inflow from operating activities £2.4 million (2016: £0.4 million)

Net cash of £2.7 million (2016: £0.4 million)

Basic earnings per share of 4.8p (2016: 0.3p from continuing operations)

Proposed final dividend of 1.5p (2016: nil)

## FINANCIAL RESULTS





Focus on core UK and German markets

Growth in UK promotional and MPK revenue and profitability

Increase in average MPK selling price and occupancy led to an increase in revenue of 24%

Prestigious Broadgate Estates contract win and Landsec contract renewal

Costs reduced and senior team strengthened

Successful renegotiation of terms with ECE in relation to the German RMU business for a one year contract extension in 2018

Majority of UK revenue driven by venues other than shopping centres for the first time

## OPERATIONAL HIGHLIGHTS



Guy & Beard at Glasgow Fort



Cancer Research at London's King's Cross

Promotional revenue up 16% to £3.70 million (2016: £3.18 million) due to the increased delivery of Brand Experience, retail and customer acquisition events across our portfolio of clients and Network Rail in particular

Promotional profit before taxation up 46% to £1.95 million (2016: £1.34 million) as a result of the increased revenue

Retail revenue up 6% to £3.44 million (2016: £ 3.24 million) due to a £0.4 million increase in MPK revenue offsetting a £0.2 million reduction in RMU revenue caused by the decrease in the average number of RMUs in operation from 110 to 91

Retail profit before tax of £0.4 million (2016: loss of £0.2 million) due to increased MPK profitability more than offsetting the reduction in RMU profitability where a significant proportion of the reduction in revenue was on low margin units.

## UK PERFORMANCE





RMU at German shopping centre

Retail revenue down 10% to £2.00 million (2016: £2.23 million) due to the planned 14% reduction in the average number of RMUs in operation from 110 to 94 units partly offset by increased occupancy

Retail profit before taxation increased by £0.44 million to £0.16 million (2016: loss of £0.27 million) due to reduction in rent payable and overheads

Promotional revenue down 12% to £0.81 million (2016: £0.92 million) due to the continued reduction in income from long term bookings and the decline in business transacted with ECE

Promotional loss before taxation down 88.0% to £0.02 million (2016: £0.16 million) as a result of the reduction in overheads

## GERMAN PERFORMANCE

Continued growth in UK divisions driven by the recruitment of new personnel

Contract with small group of German shopping centres signed in early 2018

Strong pipeline of new opportunities in both the UK and Germany with major property groups

## OUTLOOK

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Porsche at Buchanan Galleries



Diversified revenue generation with strong trading in most divisions throughout the year

Improved sales effectiveness

All core businesses trading more profitably than in the previous year

Good cash generation throughout the year with net cash of £2.66 million at the year end being £2.28 million higher than the previous year

Group had repaid all £1.2 million of bank debt by the year end

Strong financial base going into 2018

Revenue is driven by footfall across our portfolio of venues and is not directly linked to retail spending

Resumption of dividend payment in 2018 with a final dividend for 2017 of 1.5p per share to be proposed at the forthcoming AGM

## SUMMARY



McLaren F1 at London Charing Cross

## Profit and Loss (Excluding Discounted Operations in 2016)

2017	NET REVENUE	MOVEMENT	PROFIT BEFORE TAX	MOVEMENT
UK promotions	£3.7m	16%	£1.98m	44%
UK retail	£3.4m	6%	£0.40m	286%
German promotions	£0.8m	(12%)	£(0.02m)	88%
German retail	£2.0m	(10%)	£0.16m	160%
Other	£0.1m	(30%)	£(0.04m)	(213%)
Total	£10.0m	3%	£2.48m	243%
Head office costs			£(1.3m)	44%
Operating profit			£1.18m	736%

## PROFIT AND LOSS



	2017	2016	MOVEMENT
<b>Operating cash flow</b>	£2.64m	£0.30m	894%
<b>Tax paid</b>	£(0.23m)	£0.13m	277%
<b>Investment in fixed assets</b>	£(0.13m)	£(0.33m)	(61%)
<b>Cash flow before financing</b>	£2.28m	£0.1m	x25
<b>Movement in borrowings</b>	£(1.20m)	£0.20m	800%
<b>Dividends paid</b>	-	£(0.43m)	100%
<b>Net cash flow</b>	£1.08m	£(0.23m)	567%
<b>Cash balance</b>	£2.66m	£1.58m	68%

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