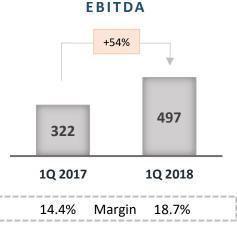


## **CIE Reports First Quarter 2018 Results**

Mexico City. April 25, 2018 - Corporación Interamericana de Entretenimiento, S.A.B. de C.V. ("CIE," the "Company" or the "Group") (BMV: CIE) announced its financial results for the first quarter of 2018 (the "quarter" or the "period") under International Financial Reporting Standards (IFRS).

- ➤ In the first quarter of the year, consolidated sales grew by 19% to Ps.2,661, compared with Ps.2,232 recorded in the same period of 2017.
- ➤ Consolidated EBITDA increased 54% to reach Ps.497, against Ps.322 observed in the first quarter of 2017.
- > During the quarter, net income was Ps.53, compared with a net loss of Ps.75 registered in the same quarter of the previous year.
- > As of March 31, 2018, interest-bearing debt was Ps.2,189.
- ➤ Cash and cash equivalent stood at Ps.5,325, compared with Ps.4,324 observed at the end of the previous year.





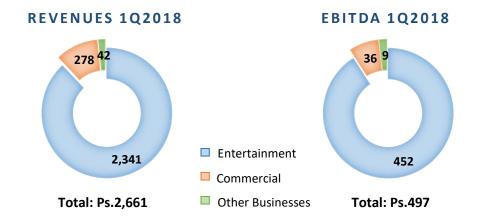
The numbers presented throughout this document for 1Q2018 and 1Q2017 are expressed in millions of nominal Mexican pesos. Numbers may vary due to rounding. EBITDA is Earnings before Interests, Taxes, Depreciation and Amortization.

N.A. means Not Apply.



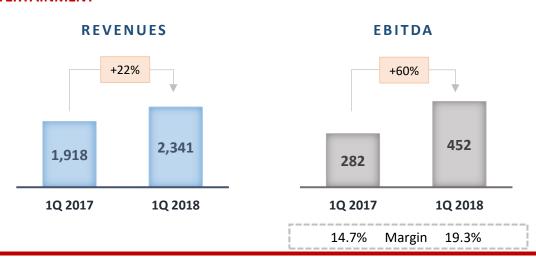
## **Consolidated Key Figures**

	1Q 2018	1Q 2017	% Var.
Revenues	2,661	2,232	+19%
EBITDA	497	322	+54%
EBITDA Margin	18.7%	14.4%	
Operating Income	439	250	+75%
Net Financial Revenues (Expenses)	(246)	(274)	+10%
Net Income (Loss)	53	(75)	N.A.
Controller's Income (Loss)	(30)	(91)	N.A.



## ANALYSIS OF THE FIRST QUARTER (the "quarter" or the "period")

## **CIE ENTERTAINMENT**





At **CIE Entertainment**, first quarter revenues increased 22% to Ps.2,341, compared with Ps.1,981 registered in the same quarter of the previous year. The increase is mainly derived from a strong calendar of events promoted during the quarter, which included: 1) the Electric Daisy Carnival and Vive Latino music festivals in Mexico City, as well as the Beyond Wonderland festival that took place at the Fundidora Park in Monterrey, Nuevo León; 2) international artists such as: Bruno Mars, Depeche Mode and Phil Collins; and, 3) Latin artists such as:

In the quarter, some notable presentations included the following artists and music festivals:

- Bruno Mars
  - (Foro Sol. Mexico City
- Vive Latino

(Foro Sol, Mexico City,

Depeche Mode

(Foro Sol, Mexico City

Electric Daisy Carnival

Autodromo Hnos.s Rodriauez. Mexico Citv

Luis Miguel

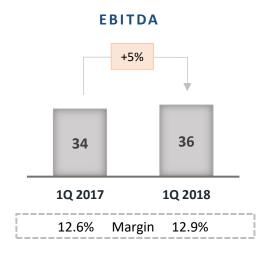
(Auditorio Nacional, Mexico City)

Luis Miguel, Alejandro Fernández, Morat and Enrique Bunbury. Regarding Broadway musicals, after more than two years on stage and more than a million attendees, "The Lion King" concluded in Mexico City. On March 22<sup>nd</sup> the play "Les Miserables" took on stage at the Telcel Theater in Mexico City.

EBITDA at CIE Entertainment increased 60% to Ps. 452 during the period, in comparison with Ps. 282 recorded in the same quarter of the prior year. The increase is due to higher revenues mentioned above, as well as a greater attendance and profitability from events promoted during the period.

#### **CIE COMMERCIAL**







Revenues at **CIE Commercial** increased 3% to Ps. Ps.278, in comparison with Ps.271 recorded in the same period of the previous year. This increase is mainly due to a greater number of corporate and special events held during the period. In the first quarter, notable events took place including hospitalities at the World Golf Championship Mexico 2018, the UEFA Champions Trophy Tour, presented by Heineken, as well as the XXIX Meeting of Ambassadors and Consuls 2018. Likewise, Centro Citibanamex hosted important events such as

During the period, notable corporate events held included the following:

- World Golf Championship Mexico 2018
- UEFA Champions Trophy Tour
- Zona Maco

(Centro Citibanamex, Mexico City

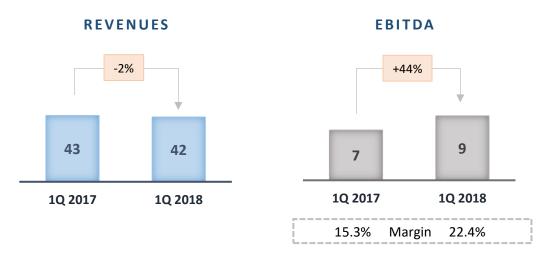
The Real Estate Show

(Centro Citibanamex, Mexico City)

Zona Maco 2018, the Logistic Summit & Expo, as well as The Real Estate Show.

During the period, EBITDA for CIE Commercial was Ps.36, which is 5% higher than EBITDA during the same quarter of the last year. The increase is mainly a consequence of the higher revenues mentioned above.

## **OTHER BUSINESSES (Parque El Salitre, Bogota, Colombia)**



Revenues from **El Salitre amusement park** were Ps. 42, which is 2% lower than the number recorded in the same period of the previous year. The decrease is explained by fewer visitors due to the strategic decision to keep the park closed from Monday to Friday during February and March, a situation that will continue during the first half of 2018.

The park's EBITDA was Ps.9, in comparison with Ps.7 recorded in the same quarter of the prior year. The increase is due to lower costs and operating expenses resulting from the closure of the amusement park during week days, as previously mentioned.



#### **NET FINANCIAL REVENUES (EXPENSES)**

Net Financial Revenues (Expenses)	1Q 2018	1Q 2017	% Var.
Interest gain	51	33	+54%
Interest paid	62	70	-11%
Exchange rate gain (loss), net	(226)	(236)	+4%
Loss in Valuation of Derivative Instruments	(8)	(1)	N.A.
Net Financial Revenues (Expenses)	(246)	(274)	+10%

During the quarter, net financial expenses reached Ps.246, in comparison with Ps.274 recorded during the same quarter of the previous year. This variation is mainly a consequence of: 1) an increase in interest gained, which reached Ps.51, in comparison with Ps.33 recorded in the same period of the previous year; and 2) a decrease in interest paid, which reached Ps.62, in comparison with Ps.70 recorded in the same period of the previous year.

A net exchange rate loss of Ps. 226 was recorded during the period, which compares with a net loss of Ps. 236 observed during the same quarter of the previous year. The loss is derived from the revaluation of the net asset monetary positions that the Company has in U.S. dollars. The exchange rate between the Mexican peso and the U.S. currency dropped from Ps. 19.66 at the close of December 2017, to Ps. 18.27 as of March 31, 2018.

#### **INCOME TAX**

Income Tax	1Q 2018	1Q 2017	% Var.
Tax Incurred	183	135	+35%
Deferred Tax	(4)	(56)	-94%
Income Tax	179	79	N.A.

During the period, taxes were Ps.179 in provisions for income tax incurred and deferred, in comparison with Ps.79 in the same quarter of the previous year. During the first quarter, provisions for incurred tax were Ps.183, in comparison with Ps.135 in the prior year. This increase is due to higher operating income recorded during the quarter, compared with the same quarter of the prior year. Provisions for active deferred income tax were Ps.4 in the quarter, in comparison with Ps.56 observed in the same quarter of the previous year.

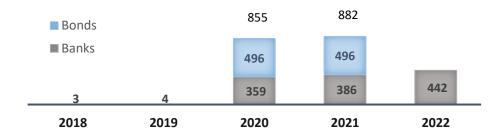


#### **NET INCOME**

A net income of Ps.53 was recorded in the quarter, compared with a net loss of Ps.75 observed in the same period of the prior year. The effect is mainly a consequence of the better performance reached at every business segment of the Company, which produced a higher operating income, as previously mentioned.

#### **TOTAL INTEREST-BEARING DEBT**

As of March 31, 2018, the Company's bank and securitized debt was Ps.2,189, compared with Ps.2,185 recorded at the end of the previous year. The variation derived from the amortized cost valuation method applied by the Company. Excluding bank debt in Colombia for an equivalent of Ps.9, interest-bearing debt is denominated in Mexican pesos. The following graph shows the debt profile at the end of the first quarter of the year:



Total: 2,189



#### **ABOUT CIE**

Established in 1990, CIE is one of the most important companies in the out-of-home entertainment market in Latin America and worldwide.

It offers a wide gamut of entertainment options to a variety of audiences and budgets in large- and medium-sized cities with high economic potential and population growth in the Mexican market, as well as in Colombia. That gamut of options includes concerts, theatrical productions, sporting events, family events and cultural events, among others. The Company also operates an amusement park, El Salitre, in Bogotá, Colombia.

The Company operates Centro Citibanamex in Mexico City, which is one of the largest and most important international exposition and convention centers. It is also the most noteworthy producer and organizer of special and corporate events in the Mexican market. CIE also promotes and markets the Mexico F1 Grand Prix.

Corporación Interamericana de Entretenimiento is a publicly traded company whose shares have been listed on the Mexican Stock Exchange since 1995 under the ticker symbol "CIE."

#### **LEGAL DISCLAIMER**

As a precautionary note to the investing public, except for the historical information provided herein, certain subjects discussed in this document constitute forward-looking statements. These statements assume that there are risks and uncertainties, including the economic conditions in Mexico and other countries where CIE operates, as well as fluctuations in the value of the Mexican peso against the United States dollar.

The use of registered trademarks or commercial trademarks in this document is exclusively for illustrative purposes and is not intended to violate copyrights and/or intellectual property laws applicable in the countries where CIE, its subsidiaries, and those companies with which CIE maintains commercial or business relationships, operate.

#### **CONTACT**

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## **CONSOLIDATED INCOME STATEMENT**

	1Q2018	1Q2017	% Var.
Sales	2,661	2,232	+19%
Cost of sales	1,948	1,657	+18%
Gross Income	713	574	+24%
Operating expenses	273	324	-16%
Operating Income	439	250	+75%
Net Financial Revenues (Expenses)			
Interest earned (paid), net	(12)	(37)	+68%
Exchange rate gain (loss)	(226)	(236)	+4%
Loss in Valuation of Derivative Instruments	(8)	(1)	N.A.
Net Financial Revenues (Expenses)	(246)	(274)	+10%
Stake in the results of associated companies	38	28	+37%
Earnings before taxes	232	4	N.A.
Income tax	179	79	N.A
Tax Incurred	183	135	+35%
Deferred tax	(4)	(56)	-94%
Net Income (Loss)	53	(75)	N.A
Non-controlling interest	83	16	N.A.
Controlling Interest	(30)	(91)	+67%
D&A	58	72	-20%
EBITDA	497	322	+54%



## **BALANCE SHEET**

	Mar. 31	Dec. 31	%
	2018	2017	Var.
Current Assets	9,040	7,937	+14%
Cash	5,325	4,324	+23%
Clients receivable, net	1,548	1,684	-8%
Other accounts receivable, net	353	217	+63%
Inventory	17	21	-18%
Other current assets	1,797	1,692	+6%
Non-Current Assets	3,743	3,725	+0%
Receivables, net	-	-	-
Investments in associated companies and joint ventures	1,087	1,098	-1%
Property, plant and equipment, net	1,349	1,367	-1%
Intangible assets	134	123	+10%
Assets from deferred taxes	1,081	1,080	+0%
Other non-current assets	92	57	+62%
Total Assets	12,783	11,662	+10%
Current Liabilities	6,330	5,264	+20%
Providers	1,310	1,093	+20%
Short-term interest-bearing debt	4	4	-0%
Other current liabilities	5,016	4,167	+20%
Non-Current Liabilities	2,530	2,558	-1%
Long-term interest-bearing debt	2,185	2,181	+0%
Liabilities from deferred taxes	54	55	-2%
Other non-current liabilities	291	321	-9%
Total Liabilities	8,860	7,821	+13%
Shareholders' Equity	3,923	3,841	+2%
Non-controlling interest	1,153	1,038	+11%
Controlling interest	2,770	2,803	-1%
Paid-in capital	3,399	3,399	+0%
Capital gains (losses)	(629)	(596)	-6%
Total Liabilities + Shareholders' Equity	12,783	11,662	+10%