

## Glossary

<b>A3</b>	A3 Cinema Limited: a holding company that was at the time of the merger the ultimate parent company of <b>Ster</b> .
<b>Apollo</b>	Apollo Cinema Limited: a <b>cinema exhibitor</b> .
<b>Arthouse film</b>	Motion pictures not intended by their producers to appeal to a mass audience, but rather seek a niche among specialty theatres usually found in large urban areas. Often produced on small budgets and lack the lavish advertising campaigns of films in wide release.
<b>ATP</b>	Average ticket price.
<b>Buena Vista</b>	Buena Vista International (UK) Limited: a <b>distributor</b> .
<b>EBITDA</b>	Earnings before interest, taxes, depreciation, and amortization.
<b>EBITDAR</b>	Earnings before interest, taxes, depreciation, amortization and rent.
<b>Blackstone</b>	Blackstone Group: a Global Investment and Advisory Firm—owner of <b>Cineworld</b> .
<b>Bluewater</b>	Bluewater Shopping Centre.
<b>BOR</b>	Box office revenue.
<b>Cinema Circuit</b>	Chain of cinemas owned by a <b>cinema exhibitor</b> .
<b>Cinema exhibitor</b>	A company which shows films at cinemas.
<b>Cineworld</b>	Cineworld UK Limited: a <b>cinema exhibitor</b> . Formed through the acquisition by <b>Blackstone</b> Group of Cine-UK in October 2004.
<b>City Screen</b>	City Screen Limited: a <b>cinema exhibitor</b> .
<b>CSA</b>	Carlton Screen Advertising—a <b>screen advertising contractor</b> owned by ITV plc.
<b>Concession</b>	The sale of confectionery and drinks items within a cinema complex.
<b>CPP</b>	Concession spend per person.
<b>CC</b>	Competition Commission.
<b>Deprivation Index</b>	The Overall Index of Multiple Deprivation 2004. The index has been constructed by the Social Disadvantage Research Centre at the University of Oxford and is published by the Office of the Deputy Prime Minister. The index combines several indices of deprivation including income,

employment, health deprivation and disability, education, skills and training, barriers to housing and services, crime and living environment.

<b>Distributor</b>	A distributor is a company that rents films to <b>exhibitors</b> .
<b>EBIT</b>	Earnings before interest and tax, also known as operating profit.
<b>Exhibitor</b>	Person or company engaged in the business of operating one or more cinemas/theatres.
<b>Fascia</b>	A multiple <b>cinema exhibitor</b> , for example <b>Vue</b> and <b>Odeon</b> have multiple fascias (units) in an area.
<b>Independent cinema</b>	A stand-alone cinema, not part of a chain.
<b>Isochrone</b>	A line joining points of equal travel time (usually drive time) from a given point. Where the given point is a cinema, the isochrone is known as a cinema-centred isochrone, and where the given point is a centre of population the isochrone is known as a population-centred isochrone.
<b>Lakeside</b>	Lakeside Shopping Centre, owned by Capital Shopping Centres plc.
<b>Leisure pound</b>	Disposable income spent by the public on leisure activities.
<b>MMC</b>	Monopolies and Mergers Commission.
<b>Multiplex</b>	A purpose- built cinema with five or more screens.
<b>National Amusements</b>	National Amusements (UK) Ltd, owner and operator of <b>Showcase</b> .
<b>Odeon</b>	Odeon Equity Co Limited: a <b>cinema exhibitor</b> acquired by <b>Terra Firma</b> in 2004.
<b>OFT</b>	Office of Fair Trading.
<b>Off-date</b>	The exhibition of a film where its first showing is after its release date (normally at least a week after its release date).
<b>On-date</b>	The exhibition of a film from its release date.
<b>Pearl &amp; Dean</b>	A <b>screen advertising contractor</b> .
<b>Screen advertising contractor</b>	A sales house which supplies advertisements to cinemas.
<b>Showcase</b>	Showcase Cinemas: a <b>cinema exhibitor</b> owned by <b>National Amusements</b> .
<b>SLC</b>	Substantial lessening of competition.

<b>Sony</b>	Sony Pictures Digital Inc: a <b>distributor</b> .
<b>SSNIP</b>	Small but significant non-transitory increase in price.
<b>Stadium seating</b>	Tiered-style seating within a cinema auditorium.
<b>Ster</b>	Ster Century (UK) Limited: a <b>cinema exhibitor</b> acquired by <b>Vue</b> .
<b>Terra Firma</b>	Terra Firma Investments (GP) 2 Ltd: owner of <b>Odeon</b> since September 2004. Acquired <b>UCI</b> in October 2004.
<b>UCI</b>	UCI UK Limited, acquired by <b>Terra Firma</b> in October 2004. Still operating under UCI.
<b>UGC</b>	UGC Cinema Holdings Limited: a <b>cinema exhibitor</b> acquired by <b>Blackstone</b> in April 2005.
<b>UIP</b>	United International Pictures: a <b>distributor</b> .
<b>Village Roadshow</b>	Village Roadshow Limited: a <b>cinema exhibitor</b> .
<b>Vue</b>	Vue Entertainment Holdings (UK) Limited: the company that acquired <b>A3</b> and an intermediate holding company in the Vue Group, which is concerned with cinema exhibition services.
<b>Warner Bros</b>	Warner Bros Entertainment UK Limited: a <b>distributor</b> .
<b>X-scape</b>	X-scape Snozone Ltd: a skiing and snowboarding centre.