

Today,
digital technology forces us to go faster,
to transform ourselves. Audiences demand better
services and more experiences. In 2017, Pathé voluntarily
surpassed these new expectations and increased the speed
of change.

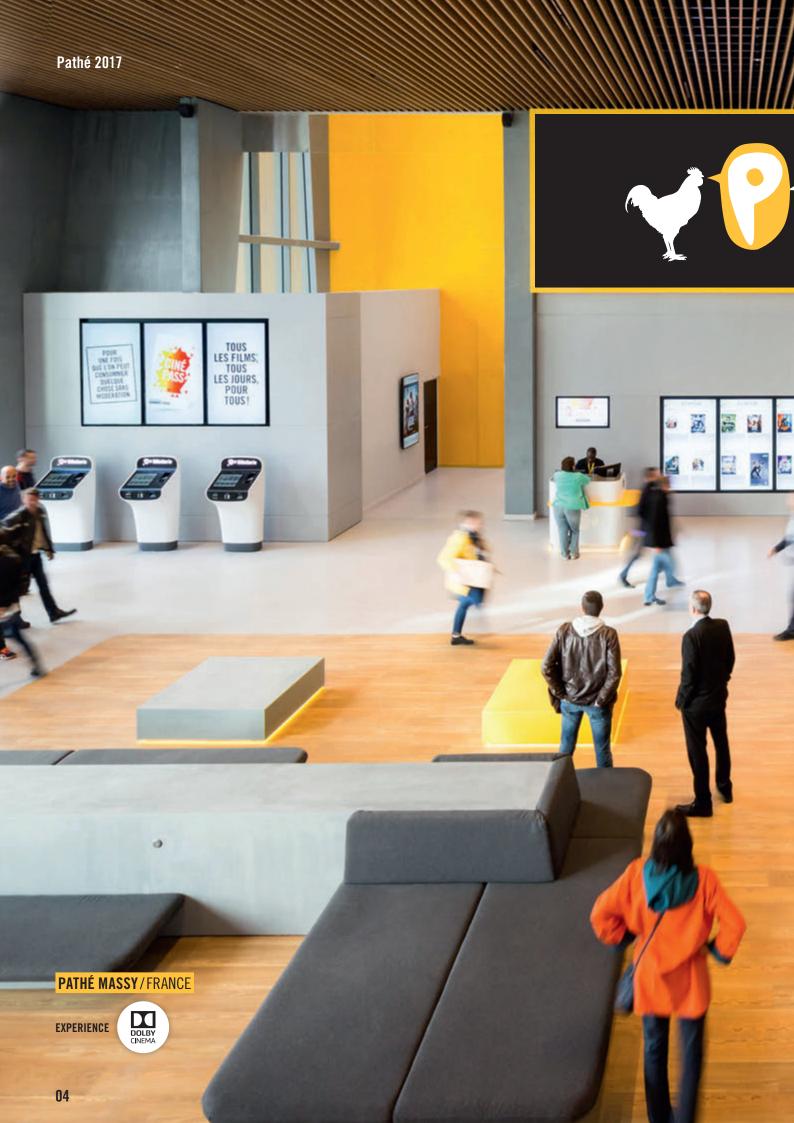
Our cinemas are more spectacular, more welcoming, more surprising, and more friendly. Our cinemas are more comfortable with their cutting-edge technologies. Our offering is accessible to all and better adapted to each viewer.

Pathé continues to believe in the power of the motion picture. Films that reach a large number of viewers, both in France and abroad, from Cannes with *In the Fade* by Fatih Akin to the César Awards with *R.A.I.D Special Unit (Raid Dingue)* by Dany Boon.

Pathé pursues this commitment to excellence and shares it with you through the unique experiences created and conceived for all viewers.



Jérôme Seydoux Chairman





# Highlights of 2017





07

# A MILESTONE FOR OUR CINEMAS

In May, Pathé acquired Gaumont's **34%** share in Les Cinémas Gaumont Pathé.

This acquisition confirmed Pathé's confidence in the future of cinema.

"The movie theater is essential to the motion picture and the motion picture is essential to the movie theater." Jérôme Seydoux

### AWARDS FOR OUR FILMS

- Best Actress Award at the Cannes Festival for Diane Kruger in In The Fade by Fatih Akin, Golden Globe Award for Best Foreign Language Film.
- 13 nominations at the 2018 César Awards for Pathé films released in 2017.

# Highlights of 2017







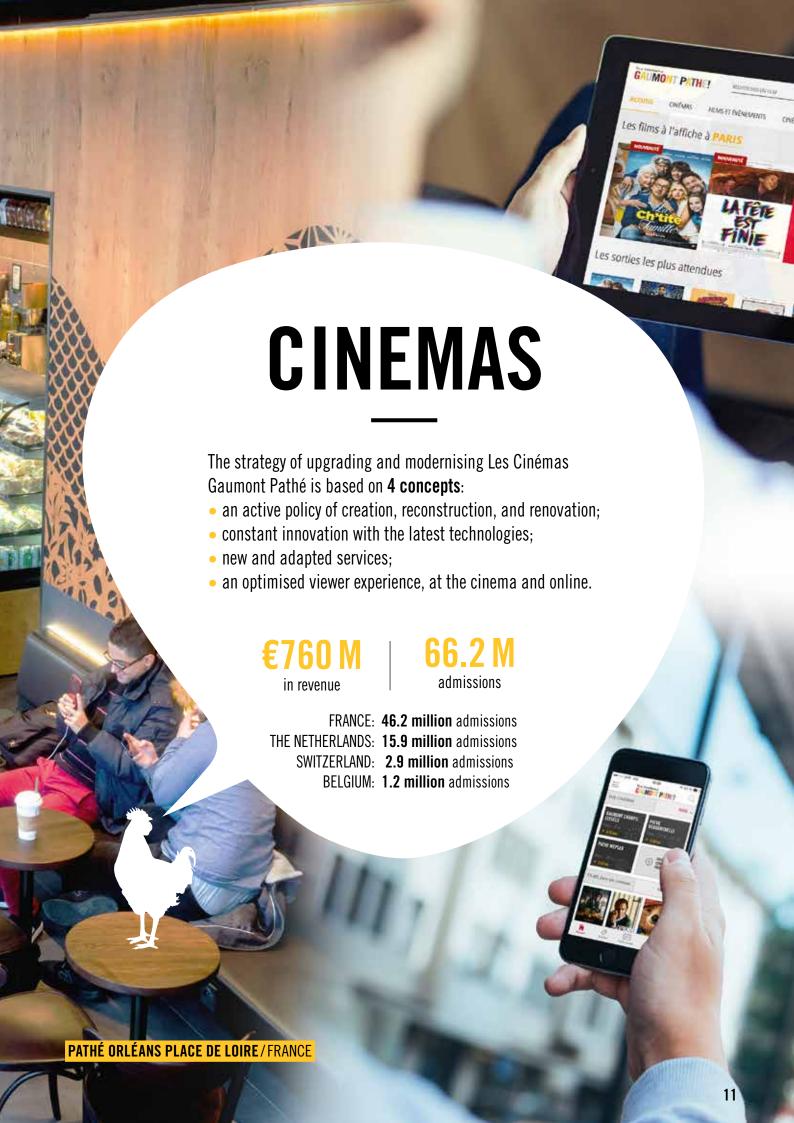


### **NEW OFFERS**

Launch of a new CinéPass subscription programme and partnerships with Lego and Starbucks.







# **Locations**

With a total of 1,091 screens, Les Cinémas Gaumont Pathé is the biggest cinema chain in France, the Netherlands, and Switzerland.

In Tunis City, the "first stonelaying" ceremony of the Pathé multiplex cinema was held in July.

### **FRANCE**

773 screens in 69 cinemas **New cinema: Pathé Massy** 

### THE NETHERLANDS

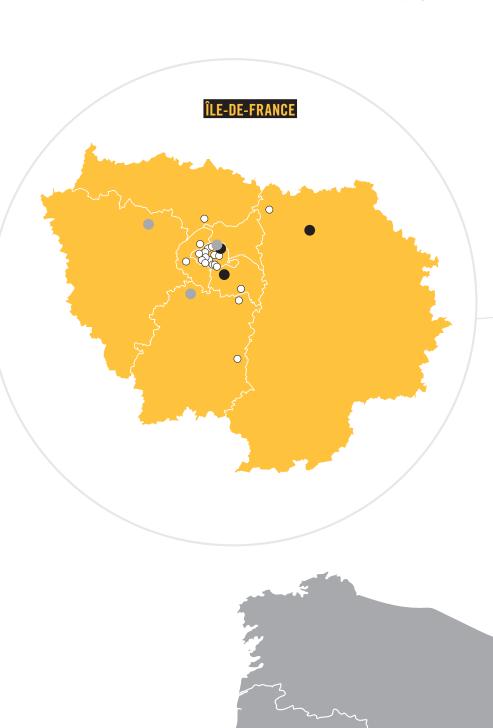
216 screens in 28 cinemas 3 cinemas acquired: 2 in Leeuwarden and 1 in Hengelo

### **SWITZERLAND**

73 screens in 9 cinemas
New cinema: Pathé Mall
of Switzerland in Ebikon (Lucerne)

### **BELGIUM**

29 screens in 5 cinemas





# Customer relations, a unique cine

The use of digital technology has created new consumer habits and new expectations from the viewer.

Online he can have a tickete or subscribes in a few clicke

Online, he can buy e-tickets or subscribes in a few clicks.

At the cinema, he expects personalised contact and quick answers.





# ma experience



# All-you-can-watch

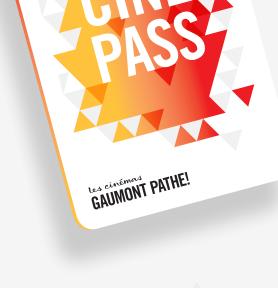
In France, Les Cinémas Gaumont Pathé has updated the cinema subscription model with an even more accessible and simple programme: the CinéPass. It allows audiences access to every film, every day, for everyone and in every Gaumont and Pathé cinemas as well as their partner cinemas (900 screens in 40 cities).

# MAKE WAY FOR THE UNDER 26



A real success with this new offer and a particular enthusiasm from the under 26-year-old age bracket. They have flocked to the offer and its digital experience (e-ticket in the mobile app, numbered seats, group reservations...).





### **REWARDS FOR LOYALTY**

Each subscriber benefits from all of the advantages of the loyalty programme as soon as the programme is activated. Purchasing event tickets or coming with a friend, and purchasing sweets are all rewarded.

Loyalty is always rewarded!



### CLUB PATHÉ IN SWITZERLAND

A new loyalty programme for Pathé cinemas in Switzerland: more benefits and an account that is easily accessible by the mobile app.



# Meeting all audiences

In 2017, 460 films were presented in French movie theaters Pathé and Gaumont (original language, dubbed), as well as many events and shows that were rebroadcast live in our cinemas. A programme that is continually enriched to ensure we remain the preferred entertainment venue for viewers, young and old alike.

# 2 LABELS FOR GUIDANCE IN FRANCE



A charming and touching film that Les Cinémas Gaumont Pathé wants to share with audiences.



To help audiences discover original, personal films (because of their universe or their story).



### **ALWAYS MORE EXPERIENCES**

# E-SPORT AT PATHÉ LA VILLETTE

CinéSessions is a new meetup for gamers organised with EclairGame every Thursday. It's a new way to experience the cinema, place to meet up and share.





Pathé 2017

For our viewers we do the



# Always more

Les Cinémas Gaumont Pathé deploys the immersive IMAX® Laser experience.

From late 2017, in 7 cinemas in France and 1 cinema in Switzerland, we provide a unique technological experience for a larger number of viewers.

The size of the IMAX®
Laser screen provides an unparalleled resolution for the film, making each scene incredibly realistic.

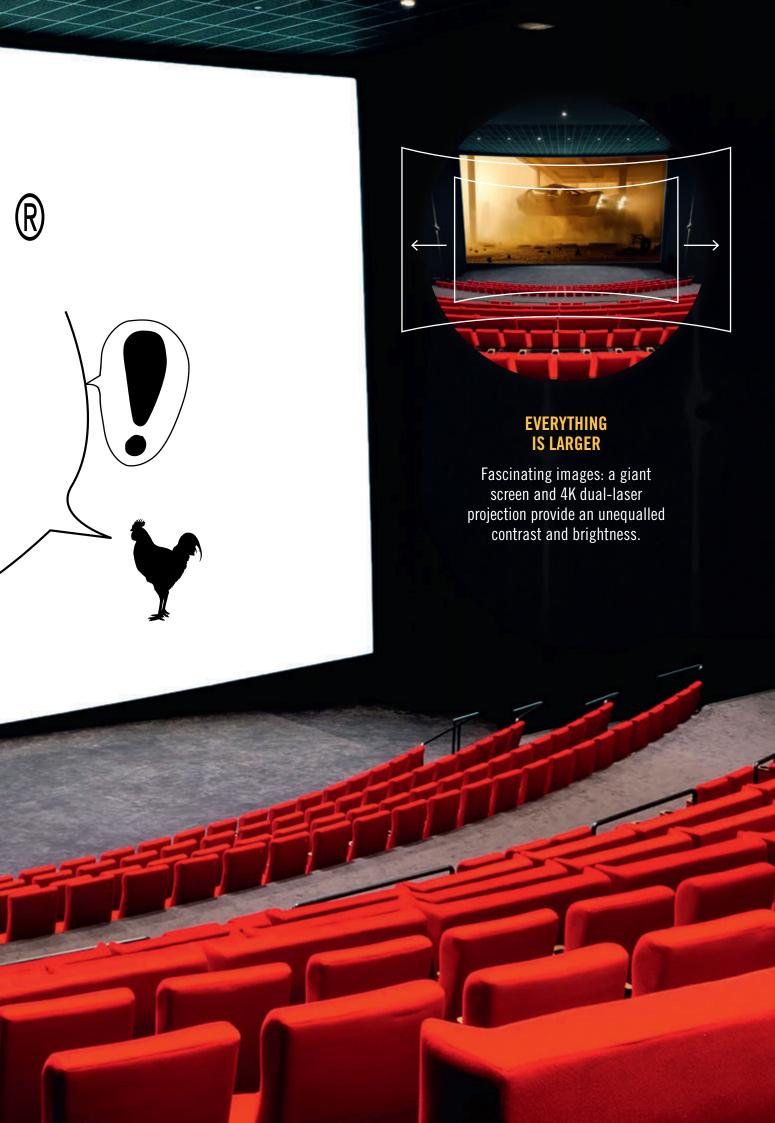
GAUMONT PARC MILLÉSIME REIMS/FRANCE

EXPERIENCE



# LASER







# With Pathé, we're shaking things up!

In March 2017, Pathé La Villette opened the first 4DX theater in France, the result of a partnership with CJ 4DPLEX, the world leader in 4D cinema technology. An unprecedented deployment: 7 cinemas were equipped with the technology at the end of 2017, and 50 are planned by 2020.



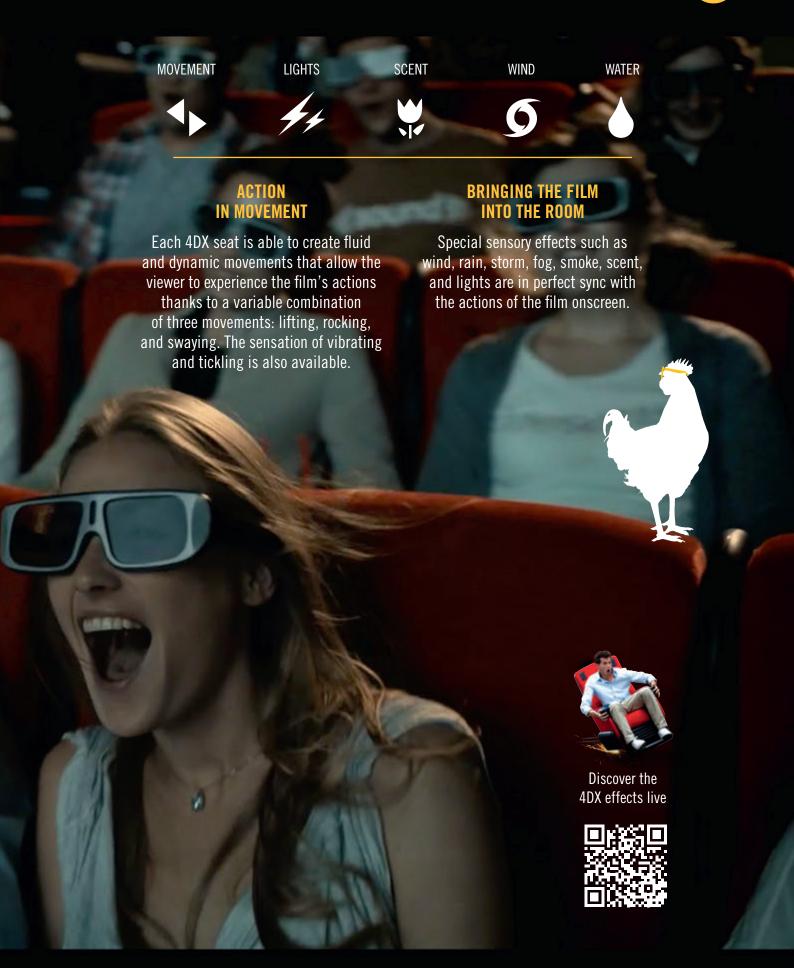
### **SHARING CINEMA**

Watching a film in 4DX means more experiencing and sharing sensations, between friends or with family.

### 4DX IS SHAKING UP THE NETHERLANDS AND SWITZERLAND

Pathé de Kuip, Rotterdam: 156 seats Pathé de Munt, Amsterdam: 140 seats Pathé Flon, Lausanne: 120 seats





# **Now boarding!**

With Les Cinémas Gaumont Pathé and Dolby, the public embarks aboard the cinema's business class: Dolby Cinema, the *premium* experience.

In France, the audiences at Pathé Massy, Pathé Vaise in Lyon and Pathé Docks 76 in Rouen were the first to experience this innovation.





I love
Le Brio of its
Dolby Atmos
sound!



PATHÉ MASSY / FRANCE

EXPERIENCE



# AN ULTRA-SPECTACULAR PROJECTION SYSTEM

With Dolby Vision, history comes to life before the viewer eyes. Films take on an extraordinary brilliance, with fascinating contrast and colours.



### IN 2017, PATHÉ OPENED ITS FIRST DOLBY CINEMA THEATERS IN THE NETHERLANDS

Pathé de Kuip, Rotterdam: 400 seats Pathé de Munt, Amsterdam: 246 seats



# COMPLETE IMMERSION IN SOUND

The Dolby Atmos system transports the viewer into the heart of the action with its incredibly realistic sound that fills the room and immerses. Behind, above head, at side, the sound is everywhere and travels around, perfectly synced with the action onscreen.

## PREMIUM COMFORT IN THE MOVIE THEATER

As soon as the viewer enters, the immersive audiovisual corridor plunges him in the film's atmosphere. The movie theater's design offers an optimal point of view from each seat with an unparalleled comfort thanks to the premium reclining seats.











# Films of the year









THE NEW ADVENTURES OF CINDERELLA
BY LIONEL STEKETEE

BY DANY BOON

35

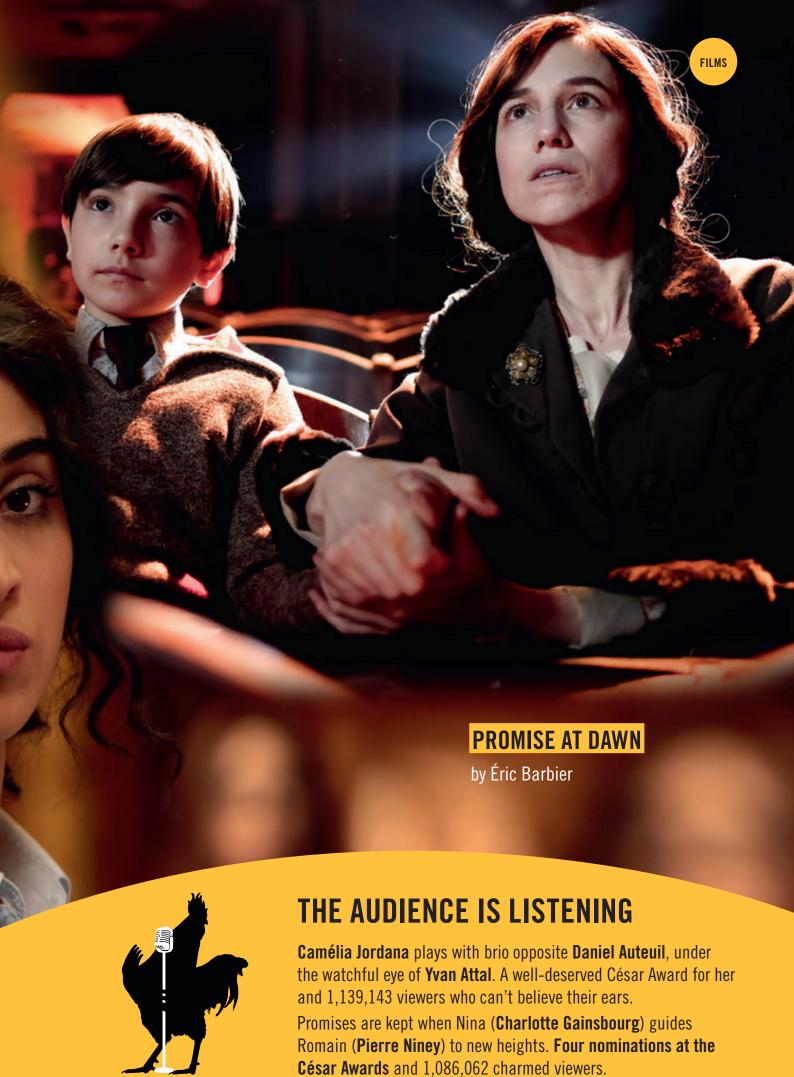
















**Nathalie Baye**, **Laura Smet** and **Iris Bry** (nominated for Most Promising Actress at the César Awards) take the place of the men who have gone off to war, under the direction of Xavier Beauvois.

**Lisa Azuelos**, writer and director, introduces Italian actress **Sveva Alviti** as a captivating Dalida, confronted by the men in her life.

# **Well-accompanied films**

The films that Pathé distributes benefit from a unique marketing know-how. Innovative marketing promotions are geared towards audiences: communication on social media, events, preview tours, or pedagogical promotions; our support is adapted to each film.



# R.A.I.D SPECIAL UNIT TOUR

In January 2017, thousands of viewers challenged Dany Boon and his team on their assault course. Winners of the challenge were invited to a private screening.



# SPECIAL EDUCATIONAL SCREENINGS In partnership with Pathé, Gallimard published a special edition of Romain Gary's novel with an integrated teaching guide.

A booklet allowed university students to discover in more detail the art of eloquence in the style of Pierre Mazard (Daniel Auteuil) and Neïla Salah (Camélia Jordana) in **Le Brio**.

Screenings were organised for

students in 3e (Year 10).

### #RockNRollChallenge



Before the film's release, Guillaume Canet and Marion Cotillard shook up Instagram with **their least rock'n'roll pictures**, creating a real buzz and a giant boost to the film.



# International life of films

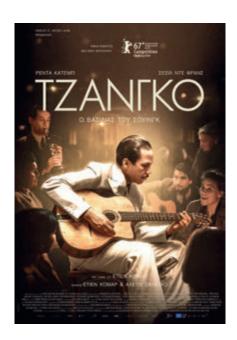
Over 100 promotional tours to support the films: from Berlin, where *Django* by Étienne Comar opened the prestigious Berlinale festival in front of an audience of 2,000 people, to the Venice Film Festival with the world premiere of *Mektoub My Love: Canto Uno* by Abdellatif Kechiche.

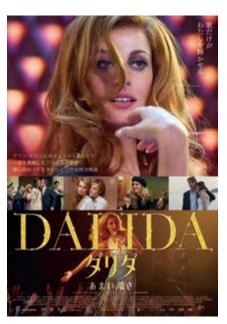
In other major markets, Xavier Beauvois' film *The Guardians* made its world premiere in Toronto International Film Festival and its European premiere in London Film Festival. *Dalida*, by Lisa Azuelos, opened the Rendez-vous with French Cinema in Paris.

Dalida, distributed in more than 30 countries, was the 3<sup>rd</sup> most viewed French film in Quebec in 2017.

Django, The Guardians, and Promise at Dawn by Éric Barbier, were sold in more than 20 countries.

Le Brio by Yvan Attal and Rock'n Roll by Guillaume Canet were sold in more than 15 countries.







I see successes on the horizon!





# PATHÉ'S ENGLISH PRODUCTIONS

### A UNITED KINGDOM

by Amma Asante

The true story of Seretse Khama, the King of Botswana, who married Ruth Williams, a London clerk, played by David Oyelowo (Selma) and Rosamund Pike.

The film opened the London Film Festival and sold to over 50 countries.

£2,541,652

Box office in the UK

"[...] A triumph in every respect. One of the great British films of 2016." 5 stars **Mail on Sunday** 

### **VICEROY'S HOUSE**

by Gurinder Chadha

The film immerses the audience in the partitioning of India and Pakistan in 1947. Hugh Bonneville, as Lord Mountbatten, plays opposite Gillian Anderson.

The world premiere of the film took place at the Berlinale festival and the film sold to over 50 countries.

£4,121,604

Box office in the UK

"Absorbing and thematically rich" 4 stars **LA Times** 



# Video, VOD/SVOD and TV sales

On video and on television, the Pathé catalogue always meets with great success.

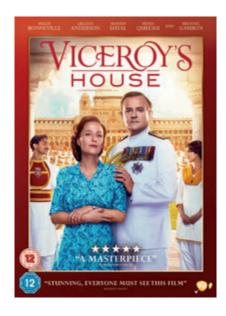
#### FRENCH TV SALES

26 films were shown during prime time on the main French channels. Welcome to the Sticks (Bienvenue chez les Ch'tis), by Dany Boon on TF1, attracted the largest TV audience in 2017 with more than 8.6 million viewers.

Audiences tuned in for Camping 2 by
Fabien Onteniente and Asterix and Obelix Meet
Cleopatra by Alain Chabat, which attracted each one
over 5 million viewers on TF1. Four other films attracted
more than 4 million viewers, including Mum or Dad
(Papa ou Maman) by Martin Bourboulon (its first
broadcast) on M6, Bangkok - We Have A Problem (On a
marché sur Bangkok) by Olivier Baroux and Happiness
Never Comes Alone (Un Bonheur n'arrive jamais seul)
by James Huth on TF1.



### DVD/BLU-RAY SALES, VOD AND SVOD IN THE UK



In the UK in 2017, Pathé had sales revenues of:

£1.7 M

in the physical video market

£836,000

in the VOD/EST market

#### **VICEROY'S HOUSE**

by Gurinder Chadha

- 66,000 DVD/Blu-ray sales
- 41,000 VOD/EST transactions

#### A UNITED KINGDOM

by Amma Asante

- 63,000 DVD/Blu-ray sales
- 63,000 VOD/EST transactions



### DVD/BLU-RAY SALES, VOD AND SVOD IN FRANCE

In 2017, Fox Pathé Europa achieved a sales revenue of 97 million euros for DVD and Blu-ray sales, which represents 18% of the market for physical videos.

On the digital side, Pathé had over 2 million VOD/EST transactions.

### **OUR SUCCESSES**

#### **R.A.I.D SPECIAL UNIT**

by Dany Boon

- 235,000 DVD/Blu-ray, sales, number one in sales for French films
- 365,000 VOD/EST transactions, 4<sup>th</sup> best performance of the year

#### **DIVORCE FRENCH STYLE**

by Martin Bourboulon

- 42,000 DVD/Blu-ray sales
- 195,000 VOD/EST transactions

#### **ROCK'N ROLL**

by Guillaume Canet

- 27,000 DVD/Blu-ray sales
- 120,000 VOD/EST transactions

#### **SNOWDEN**

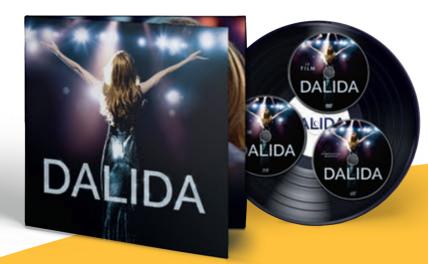
by Oliver Stone

- 21,000 DVD/Blu-ray sales
- 60,000 VOD/EST transactions

#### **DALIDA**

by Lisa Azuelos

Release of the *Dalida* limitededition collector box set (with the film on Blu-ray and DVD + a compilation of 10 songs on a CD record + 4 exclusive photos).



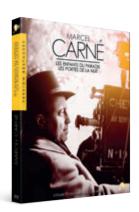


# Restoration

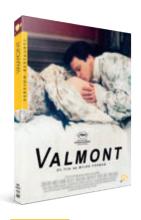
### PATHÉ'S COMMITMENT TO ITS CATALOGUE

Since its launch in 2012, with the campaign for the preservation and restoration of the catalogue, Pathé has restored over 100 films. Inestimable works of cinematographic heritage are preserved with 4K digitization, providing very high image quality.

In 2017, 14 restored titles were released on DVD/Blu-ray, and 4 restored films attracted each one more than 500,000 viewers on Arte: *Mort d'un pourri* by Georges Lautner, *Les portes de la nuit* by Marcel Carné, *Boudu sauvé des eaux* by Jean Renoir and *Germinal* by Claude Berri.



MARCEL CARNÉ BOX SET



**VALMONT**by Miloš Forman



LES SORCIÈRES DE SALEM by Raymond Rouleau



JEAN DE FLORETTE AND MANON DES SOURCES by Claude Berri



**GERMINAL** by Claude Berri



**LA FÊTE À HENRIETTE** by Julien Duvivier



ANDRÉ HUNEBELLE Box set



**COLUCHE BOX SET** 



# An admission record

Pathé Live has developed its offering and allowed 1.2 million viewers to experience major events in the best conditions, at the cinema in 2017.



### THE COMÉDIE-FRANÇAISE BEYOND THE WALLS



The Comédie-Française in cinema series accounted for more than 175,000 admissions in 2017, including 70,000 for *Scapin the Schemer*, and made its first steps abroad reaching out to over 50 countries.

#### A rendez-vous for schools

Collaboration with teachers on the development of teaching resources and the creation of a dedicated platform (pathelive.com/education) enabled more than 50,000 students worldwide to experience shows by the House of Molière at the cinema.







### PATHÉ LIVE KIDS

200,000 admissions for this initiative dedicated to little ones who are experiencing their first trip to the cinema.



# BOLSHOI, A NEW RECORD

500,000 admissions in a record-breaking number of 67 countries.



# SHOWS AND CONCERTS

Young comedians (Nawell Madani, Vincent Dedienne...) make it to big screen for a laugh-out-loud experience. Record level of admissions with David Gilmour's concert with over 40,000 admissions.

# THE MET CELEBRATES ITS 10<sup>TH</sup> SEASON

A successful year with more than 39,000 admissions for *Nabucco* and the 100<sup>th</sup> opera live broadcast, *Norma*.



# Olympique Lyonnais

The OL Groupe, a major player in the field of sport and entertainment in France, is structured around the Olympique Lyonnais, a Premier League football club. Pathé has been a shareholder of the OL Groupe since 1999. **3M SPECTATORS** since the inauguration of the stadium THE LARGEST **PLAYING FIELD** With the Groupama Stadium, the Olympique Lyonnais has a large playing field: Record attendance for the France/New-Zealand rugby match (58,607 spectators) and the OL/OM showdown (57,206 spectators). More than 100,000 spectators for concerts (Coldplay and Céline Dion) and the only French date for Monster Jam. **COLDPLAY CONCERT AT GROUPAMA STADIUM** 







Jérôme Seydoux

Co-Chairman

**Eduardo Malone** 

Co-Chairman

Sophie Seydoux

Vice President

Marc Lacan

**Managing Director** 

Lisa Azuelos

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Michel Seydoux

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**Chantale Pajot** 

**Human Resources and** 

**Communication Director** 

**Arnaud Pavec** 

General Counsel

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**Development Director** 

#### **OPERATIONS MANAGEMENT**

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Henri Demoulin

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**Christine Hayet** 

Executive Vice President, Home

Entertainment, TV French Speaking Europe

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**Deputy Managing Director** 

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**Head of Physical Production** 

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Loïc Trocmé

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Director of Buildings and Facilities

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General Counsel

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**Human Resources Director** 

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Lauge Nielsen

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**Maarten Fluit** 

Development and Innovation Manager

Doron Kurz

**Director Commerce and Programming** 

Bram van den Broek

**Director Operations** 

Nico Vertommen

**Director Facility** 

**THEATERS** Switzerland

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**Managing Director** 

Mireille Frick

**Marketing Director** 

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Controller

Umberto Tedeschi

**Director of Programming** 

Teodor Teodorescu

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**Bernard Schmitt** 

**Theater Operations Director** 

**PATHÉ LIVE** 

**Thierry Fontaine** 

Chairman

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#### HIGHLIGHTS

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