



CINEMARK®

Investor Presentation

February 25, 2022

CAUTIONARY NOTE REGARDING FORWARD LOOKING STATEMENTS PURSUANT TO THE U.S. PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995:

This presentation contains, and our officers and representatives may from time to time make, “forward-looking statements” within the meaning of the safe harbor provisions of the U.S. Private Securities Litigation Reform Act of 1995. The “forward looking statements” can be identified by words such as “may,” “should,” “could,” “estimates,” “predicts,” “potential,” “continue,” “anticipates,” “believes,” “plans,” “expects,” “future” and “intends” and similar references to future periods. Examples of forward-looking statements include, among others, statements we make regarding our future revenues, expenses and profitability, the future development and expected growth of our business, attendance at movies generally or in any of the markets in which we operate, the number or diversity of popular movies released and our ability to successfully license and exhibit popular films, national and international growth in our industry, competition from other exhibitors, and alternative forms of entertainment.

Forward-looking statements are neither historical facts nor assurances of future performance. Instead, they are based only on our current beliefs, expectations, and assumptions regarding the future of our business, future plans, and strategies, projections, anticipated events and trends, the economy and other future conditions. Because forward-looking statements relate to the future, they are subject to inherent uncertainties, risk, and changes in circumstances that are difficult to predict and many of which are outside our control. Our actual results and financial condition may differ materially from those indicated in the forward-looking statements. Therefore, you should not rely on any of these forward-looking statements. Important factors that could cause our actual results and financial condition to differ materially from those indicated in the forward-looking statements include, among others, the impacts of the COVID-19 pandemic on our business and the entertainment industry and all of the other risk factors discussed in the “Risk Factors” section or other sections in the Company’s Annual Report on Form 10-K filed February 25, 2022.

All forward-looking statements are expressly qualified in their entirety by these cautionary statements and such risk factors. We undertake no obligation, other than as required by law, to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

Except as otherwise specified or indicated by the context references in this presentation to “we,” “us,” “our,” “Cinemark” or the “Company” are to the combined business of Cinemark Holdings, Inc. and its consolidated subsidiaries.

NON-GAAP FINANCIAL MEASURES:

We include certain non-GAAP financial measures in this presentation, including Free Cash Flow, Adjusted EBITDA and other financial measures utilizing Adjusted EBITDA. These non-GAAP financial measures may not be comparable to those of other companies, and may not be comparable to similar measures used in our various filings. Please see the Appendix for definitions of our non-GAAP financial measures and a reconciliation of each non-GAAP financial measure to the most directly comparable financial measure stated in accordance with GAAP.



Cinemark Overview

- **One of the largest and most influential movie theatre companies in the world**

- 522 theatres with 5,868 screens in 16 countries ⁽¹⁾

- **U.S. Operations** ⁽¹⁾

- Third largest exhibitor
- 42 states, 104 DMAs
- #1 or #2 in box office revenues in 80% of our top 25 markets
- Highest attendance per screen among leading exhibitors
- Surpassed North American industry box office growth for 12 out of the past 13 years
- U.S. operations serviced the debt, domestic growth opportunities and historically the dividend

- **International Operations** ⁽¹⁾

- First modern theatre experience throughout Latin America
- More than 27 years of operating experience
- 15 countries
- Approximately 30% market share in key countries
- Presence in 15 of top 20 metropolitan cities in the region

321 Theatres 4,408 Screens⁽¹⁾



201 Theatres 1,460 Screens⁽¹⁾



1) As of 12/31/2021

Highly Experienced Management Team



Lee Roy Mitchell

Founder & Executive Chairman

Founded Cinemark in 1987, served as CEO through 2006 and has served as Executive Chairman since 1996



Sean Gamble

President & CEO

15+ years of industry experience. Joined as Cinemark's CFO in 2014 after spending 5+ years as CFO/Executive Vice President of Universal Pictures within NBCUniversal



Valmir Fernandes

President, International

20+ years of Cinemark experience includes the past 10+ years as President of International following 10 years as the General Manager of Cinemark Brazil



Mike Cavalier

EVP General Counsel

Served as General Counsel since 1997. Helped guide company through various transactions including M&A, IPO and numerous lending agreements



Melissa Thomas

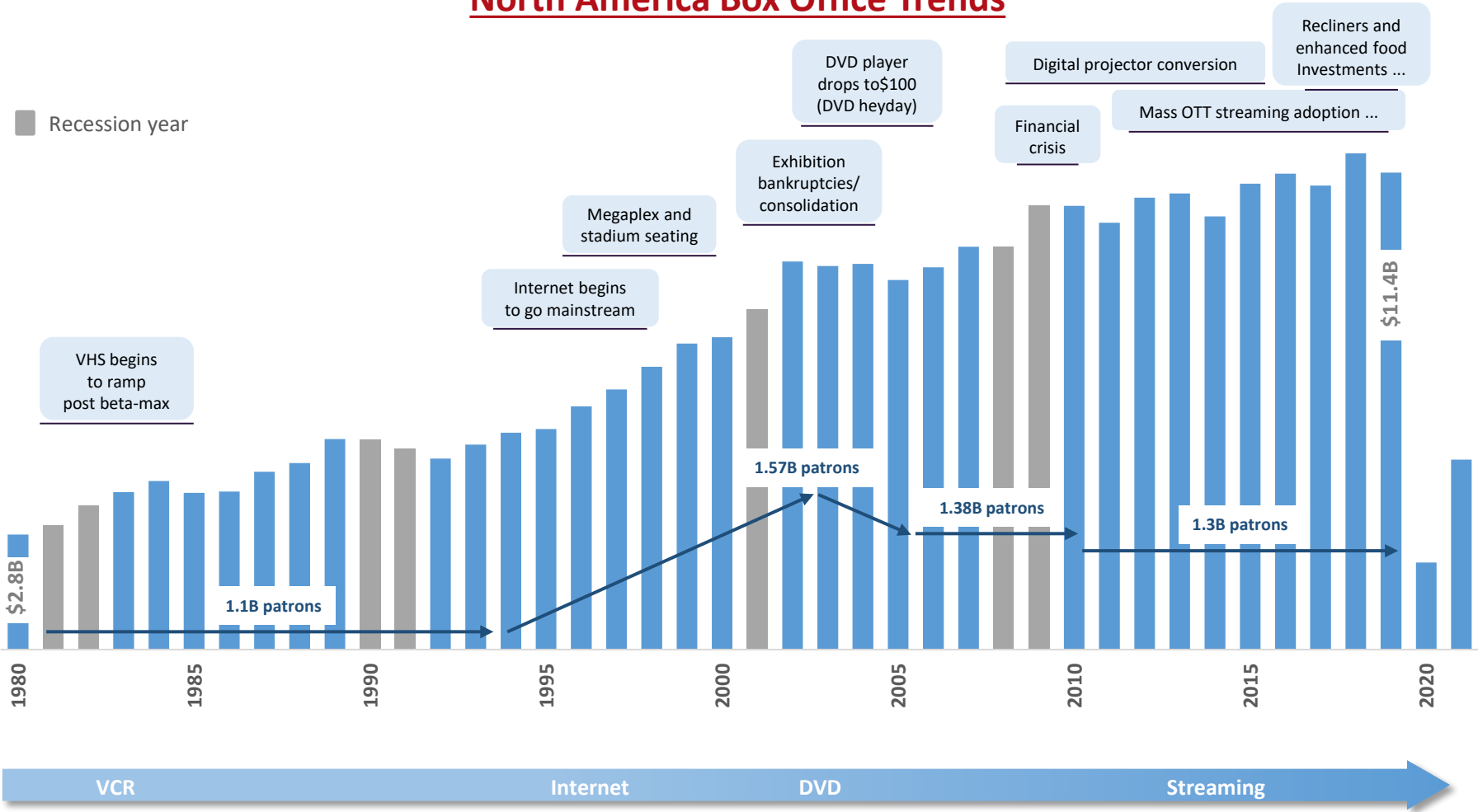
CFO

Joined as Cinemark's CFO in 2021. Prior to Cinemark, served multiple leadership roles with Groupon, including CFO, CAO & Treasurer, and VP Commercial Finance.

Additional key leaders with 20+ years of industry/Cinemark experience in the US and internationally

Stable, long-term industry growth trends across technology innovations and economic cycles

North America Box Office Trends



Sources: North America: ComScore; NATO.

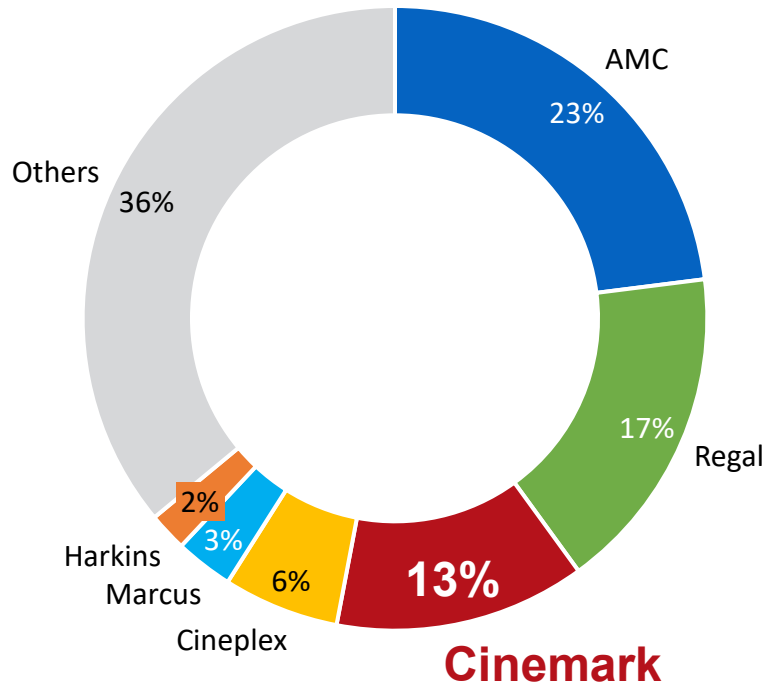


Pre-COVID Summary & Financials

Broad and Leading Presence in the Americas

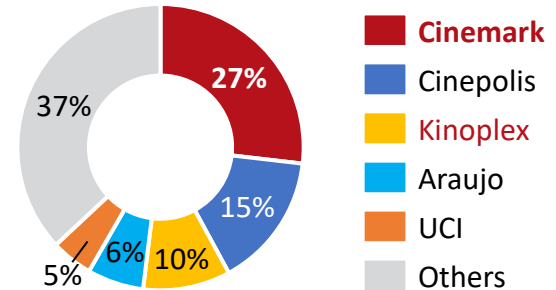
Strong presence across the U.S. and Latin America that is strategically important to film distributors as well as promotional partners

2019 Market Share - North America¹

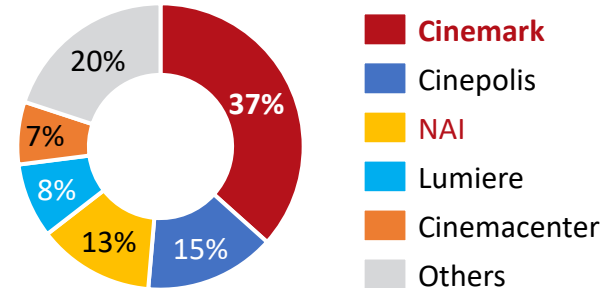


2019 Market Share - Key Latin American Markets¹

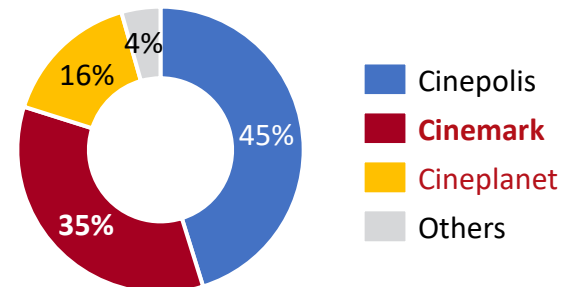
Brazil



Argentina



Chile



1) Based on FY 2019 box office; see slide 15 for current market share trends

Initiatives to Drive Growth and Outperformance

Cinemark's strategic initiatives drove growth and consistent outperformance leading into the crisis. While the initiatives are currently being reprioritized, we expect these to be a focus over the long-term.

- 1 Create an extraordinary in-theatre guest experience
- 2 Deepen and extend the overall guest engagement
- 3 Actively pursue organic and synergistic growth opportunities

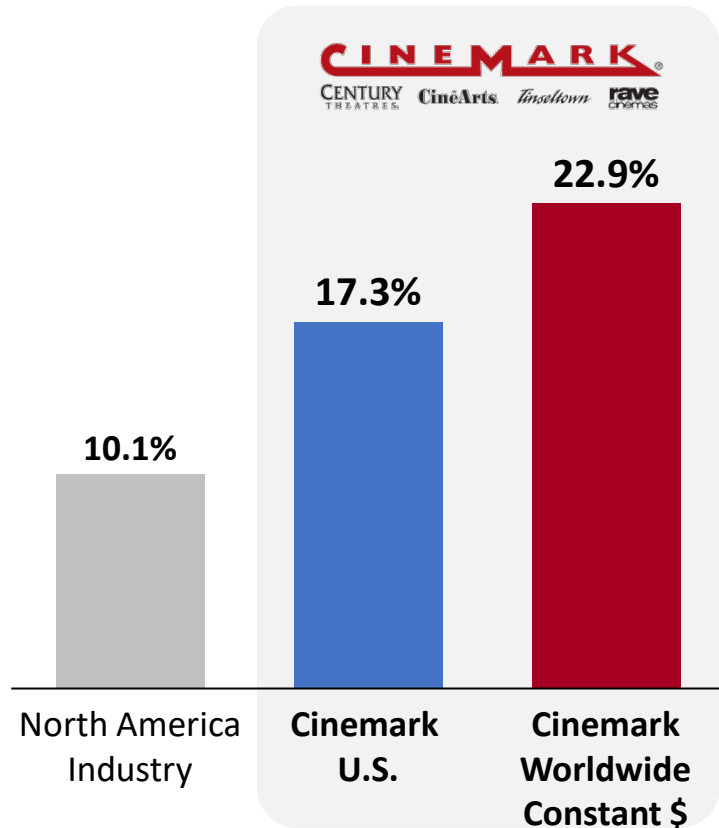


Invested in strategic initiatives while maintaining the strength and flexibility of our balance sheet.
Going forward, re-fortifying the balance sheet will be our primary focus.

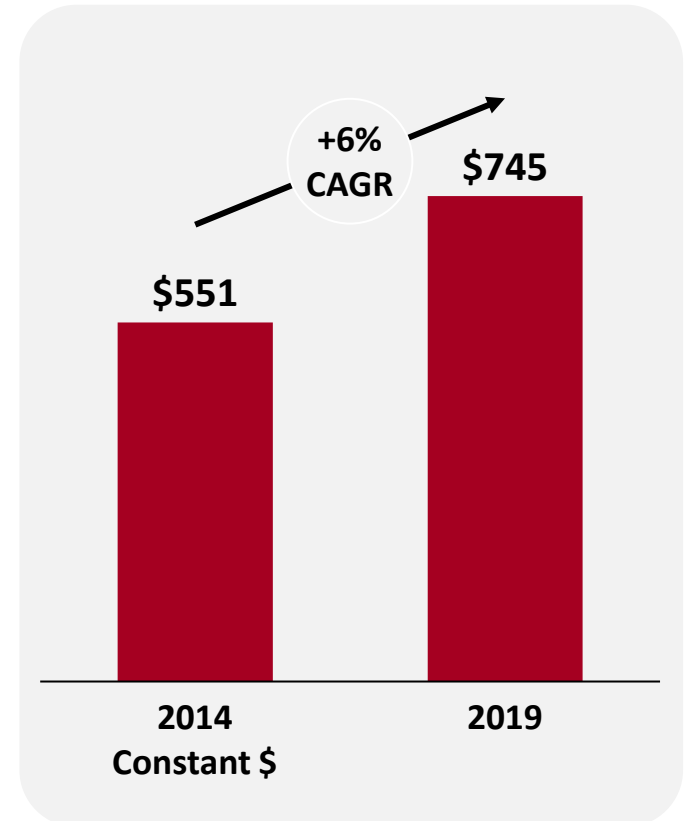
Consistent Industry Outperformance

Cinemark has surpassed North American industry box office growth 12 out of the past 13 years and has consistently led the industry in profitability³

2014 - 2019 Admission Revenue Growth¹



CNK WW Adjusted EBITDA Growth^{1, 2}



Source: MPA and Public Filings.

- 1) As of December 31, 2019. 10% WW growth in USD as reported. Constant currency is a non-GAAP measurement calculated using the average exchange rates for the corresponding months for 2019. We translate results of our international operating segment from local currencies into U.S. dollars using currency rates for respective reporting periods. Significant changes in foreign exchange rates from one period to the next can result in meaningful variations in reported results. We provide constant currency amounts to compare performance without the impact of foreign currency fluctuations. See schedule of non-GAAP measures and financial metrics at investors.cinemark.com
- 2) Adjusted EBITDA has been presented including all cash distributions from equity investees for all years presented. See Appendix for reconciliation of Adjusted EBITDA to the most directly comparable GAAP measures.
- 3) As of 12/31/2021

2019 Worldwide Results

Amounts in millions

	<u>2019</u>	<u>5-Year CAGR</u>
Attendance	280	1.2%
Revenue	\$3,283	4.6%
Adj. EBITDA ⁽¹⁾	\$745	3.9%
Adj. EBITDA % ⁽¹⁾	22.7%	
Free Cash Flow ⁽¹⁾	\$258	4.2%
End Cash Balance	\$488	
Net Leverage	2x	

Highlights

- Served ~280 million patrons globally
- Achieved 5th consecutive year of record revenue with top-line growth in U.S. and International² segments
- Exceeded North America industry box office growth by 200 bps, outperforming in 10 of the past 11 years
- Grew global concession per caps 8.7% in constant \$, extending growth trend to 13 consecutive years
- Generated over 20% free cash flow growth vs. 2018
- Maintained balance sheet strength with almost \$0.5B in cash and ~2x net leverage, consistent with results for past 10 years
- Strengthened circuit and customer experience by reclining another 200 screens, representing 60% of U.S. circuit at year-end
- Expanded highly successful Movie Club subscription program to 950K members

1) See Appendix for reconciliation of Adjusted EBITDA and Free Cash Flow to the most directly comparable GAAP measures

2) Intl segment growth in constant \$




Pandemic Recovery Update and Financial Results

Positive momentum regarding the rebound of theatrical exhibition; Cinemark is well-positioned to reignite theatrical moviegoing, drive share, and boost loyalty

Recovery Update

Recovery Considerations

- 
- 1 Current status of the virus and vaccinations**
 - 2 Evolving restrictions imposed by governmental authorities**
 - 3 Consumer confidence and willingness to return to theatres**
 - 4 Availability of new film content**

- 100% of domestic and international theaters fully operational throughout 4Q21, albeit with gov't mandated capacity and operating hours restrictions in LatAm
- Closely monitoring infection and vaccination rates globally and highly encouraged with progress
- Growing number of health experts expecting to transition from a pandemic to an endemic, signaling a significant reduction in day-to-day disruptions
- Consumer sentiment in returning to theatres has nearly returned to its pre-Delta variant peak in July with 75% of moviegoers comfortable returning to the theatre today – and 80% next month
- Theatrical exhibition industry made huge strides in its recovery throughout 2021 that culminated in an exceptional 4Q21 with the North American industry box office crossing the \$2B for the first time since the onset of the pandemic
- Industry recovery continues to ramp and accelerate throughout the course of 2022, which is loaded with highly anticipated franchises and a wide array of diverse film content to appeal to broad audiences
- Most larger, commercial films with an exclusive theatrical release maintaining a 45-day window

Operational and Promotional Advancements

Have enacted, and are continuing to pursue, varied productivity and efficiency initiatives while focusing on efforts to maximize attendance and box office and drive new ancillary revenue opportunities.



Optimizing operating hours and showtime schedules through **utilization of enhanced data management analytics**



Simplifying and streamlining numerous theatre practices, such as ticket issuance, inventory procedures and ushering routines, to be leaner and more efficient



Refining the degree of staffing required to operate theatres, including enhanced planning and management controls



Continuing to drive **company-wide Continuous Improvement** and margin expansion projects



Prioritizing food and beverage offerings that are less labor intensive and continuing to ramp up offerings as attendance warrants; simplifying and enhancing the guest experience through the online F&B ordering platform



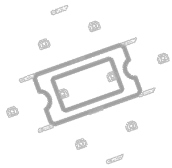
Significantly **advance digital and social marketing capabilities** to increase moviegoing frequency and overall consumer spend



Heightened **focus on gaming initiatives and alternative content** to further utilize auditoriums to supplement Hollywood film content

Highlights of 4Q21 Results

We continue to make significant progress in recovering from the effects of the pandemic and are extremely well-positioned to benefit during the ongoing resurgence of theatrical moviegoing



Box Office

- Domestic box office over-indexed the N. American industry results by ~700 bps
- Int'l admissions surpassed respective LatAm industry benchmarks by ~700 bps
- Worldwide attendance increased 57% since last quarter (3Q21), tangibly underscoring moviegoer demand and driving the company's resurgence



Food & Beverage

- U.S. concessions revenues reached 90% of 4Q19 levels
- Generated another all-time high food & beverage per cap of \$6.66



Occupancy

- U.S. occupancy continued its upward trajectory during 4Q21 at 19%+ relative to 13% in 3Q21 and 25 – 30% averages historically



Movie Club

- After pausing memberships at the onset of the pandemic, the program is now fully reactivated and our membership base is 940K - within 1% of its pre-pandemic level
- 100K+ members earned the new premium tier Movie Club Platinum status



Premium Large Formats

- Consumers continue to select premium large formats with 15% of U.S. box office generated from premium large formats – an increase of 400 bps since 4Q19



Profitability

- Generated positive WW Adj. EBITDA (+\$139MM) in 4Q21 for the first time since the onset of COVID with an Adj. EBITDA margin of 20.9%
- Delivered positive cash flow from operations of \$208MM in 4Q21 and expect to generate positive cash flow from operations for the full-year 2022

Full Year 2021 Financial Summary

Amounts in millions

Full Year 2021 Worldwide Results

	<u>FY</u> <u>2021</u>	<u>FY</u> <u>2019</u>
Attendance	106	280
Revenue	\$1,510	\$3,283
Adj. EBITDA ⁽¹⁾	\$80	\$745
Adj. EBITDA % ⁽¹⁾	5.3	22.7%
Free Cash Flow ⁽¹⁾	\$71	\$258
End Cash Balance	\$707	\$488
Net Leverage	-	2x

Highlights

- Delivered positive Free Cash Flow of \$71MM and Adj. EBITDA of \$80MM for the full-year driven by the strength of the fourth quarter results
- The industry ramp up continues to progress, and we are highly encouraged with increasing consumer demand for the cinematic experience
- Given the wider array of commercial film content available, 4Q21 results continued the recovery momentum with growth in key metrics relative to the prior quarter
- All significant debt maturities extend through March 2025 and beyond; revolver maturity November 2024
- Though we have ample liquidity, multiple financing opportunities remain available, including:
 - \$100MM revolving credit line
 - incremental term loan borrowing capacity within credit facility
 - sale-leaseback arrangements on unencumbered properties
 - issuance of equity

1) See Appendix reconciliation of Adjusted EBITDA and Free Cash Flow to the most directly comparable GAAP measures.



A Look Ahead

2022 Notable Film Titles

Quarter 1



January 14
Paramount



February 4
Paramount



February 18
Sony



March 4
Warner Bros.



March 25
Paramount

Quarter 2



May 6
Disney



May 20
Warner Bros.



May 27
Paramount



June 10
Universal



June 17
Disney

Quarter 3



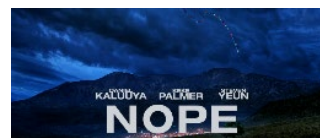
July 1
Universal



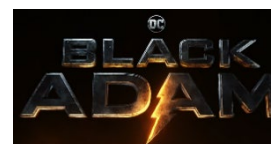
July 8
Disney



July 15
Sony



July 22
Universal



July 29
Warner Bros.

Quarter 4



November 4
Warner Bros.



November 11
Disney



December 16
Disney

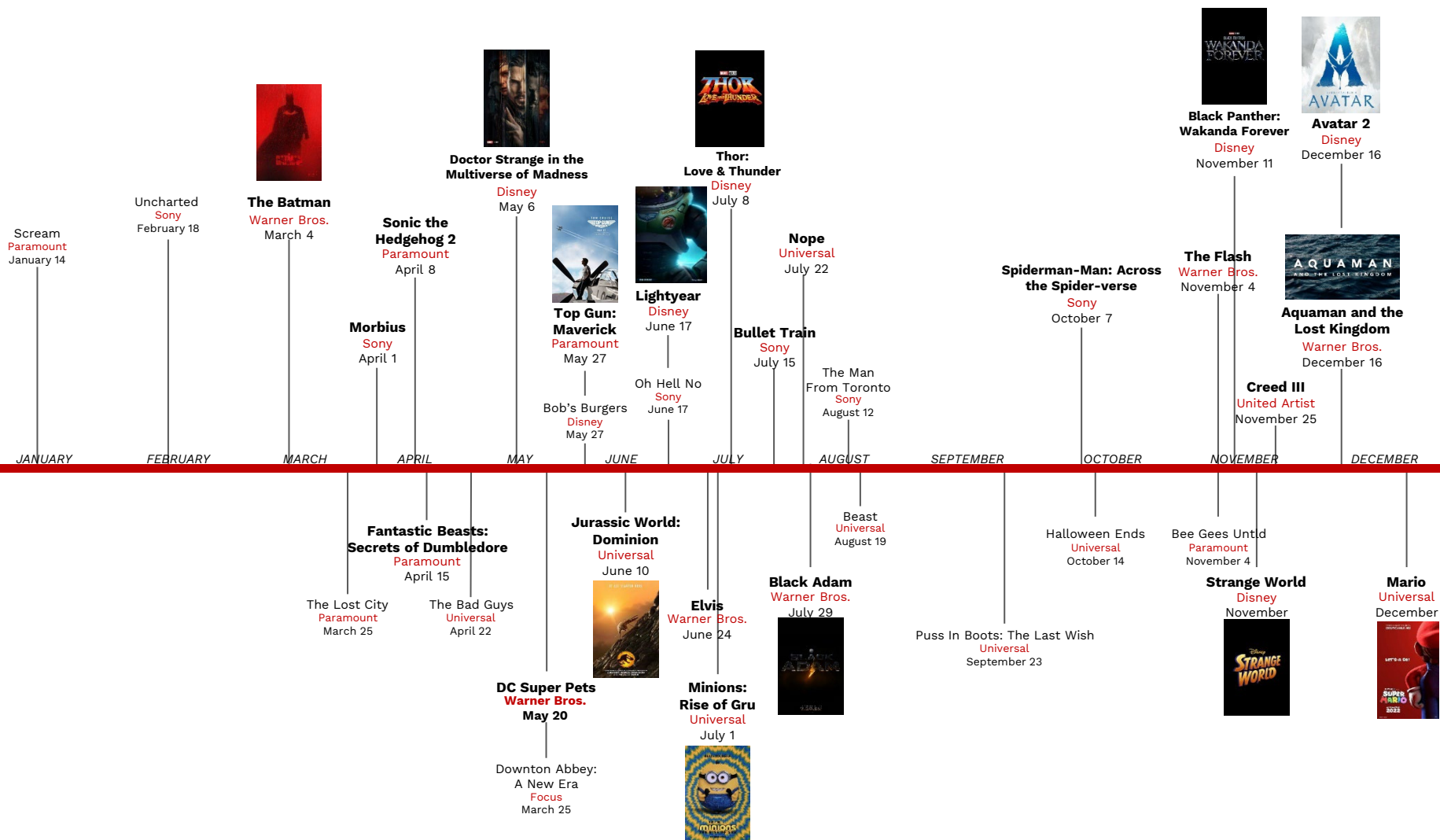


December 16
Warner Bros.



December 23
Universal

2022 Film Slate





Appendix

FY 2021 Non-GAAP Measure Reconciliations



\$'s in thousands

Reconciliation of Net Income/(Loss) to Adjusted EBITDA

	FY 2021	FY 2019
Net Income/(Loss)	(\$422,215)	\$193,848
Add (deduct):		
Income taxes	(16,802)	79,912
Interest expense ⁽¹⁾	149,702	99,941
Loss on extinguishment of debt	6,527	0
Other (income) expense, net ⁽²⁾	43,532	(22,441)
Cash distributions from DCIP ⁽³⁾	0	23,696
Cash distributions from other equity investees ⁽⁴⁾	156	29,670
Non-cash distribution from equity investee ⁽⁵⁾	0	0
Depreciation and amortization	265,363	261,155
Impairment of long-lived assets and investments	20,845	57,001
Restructuring costs	(1,001)	0
(Gain)/Loss on disposal of assets and other	8,025	12,008
Non-cash rent expense	(3,451)	(4,360)
Share based awards compensation expense	29,271	14,615
Adjusted EBITDA	\$79,952	\$745,045

Reconciliation of Cash Flows (Used for) Provided by Operating Activities to Free Cash Flow

	FY 2021	FY 2019
Cash flows (used for) provided by operating activities	\$166,219	\$561,995
Deduct:		
Capital Expenditures	95,542	303,627
Free Cash Flow	\$70,677	\$258,368
	FY 2021	FY 2019
Total Revenues	\$1,510,464	\$3,283,099
Adjusted EBITDA	79,952	745,045
Adjusted EBITDA Margin	5.3%	22.7%

1) Includes amortization of debt issue costs.

2) Includes interest income, foreign currency exchange gain (loss), interest expense – NCM and equity in income (loss) of affiliates and excludes distributions from NCM.

3) See discussion of cash distributions from DCIP, which were recorded as a reduction of the Company's investment in DCIP, in the notes to the consolidated financial statements included in our Annual Report on Form 10-K filed February 25, 2022. These distributions are reported entirely within the U.S. operating segment.

4) Reflects cash distributions received from equity investees, other than those from DCIP noted above, that were recorded as a reduction of the respective investment balances. These distributions are reported entirely within the U.S. operating segment.

5) Reflects non-cash distribution of equipment from DCIP. See further discussion in the notes to the consolidated financial statements included in our Annual Report on Form 10-K filed February 25, 2022



Thank You

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