

# Investor Presentation

November 4, 2022



# Forward Looking Statements



## **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**





# Cinemark Overview

**CINEMARK™**

One of the largest and most influential theatrical exhibition companies in the world with 517 theaters with 5,835 screens in 16 countries <sup>(1)</sup>

## U.S. Operations <sup>(2)</sup>

- 3<sup>rd</sup> largest exhibitor (screen count)
- 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



## International Operations <sup>(2)</sup>

- 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



1) Theatre and screen counts as of 9/30/22

2) As of 12/31/21

# Highly Experienced Management Team



Highly experienced management team with significant industry experience and proven track records; Additional key leaders with 20+ years of industry/Cinemark experience in the US and internationally



**Sean Gamble**  
*President & CEO*

15+ years of industry experience. Joined Cinemark as CFO in 2014, promoted to COO in 2018 and CEO in 2022. Spent 5+ years as CFO/EVP of Universal Pictures within NBCUniversal prior to Cinemark.



**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



**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.



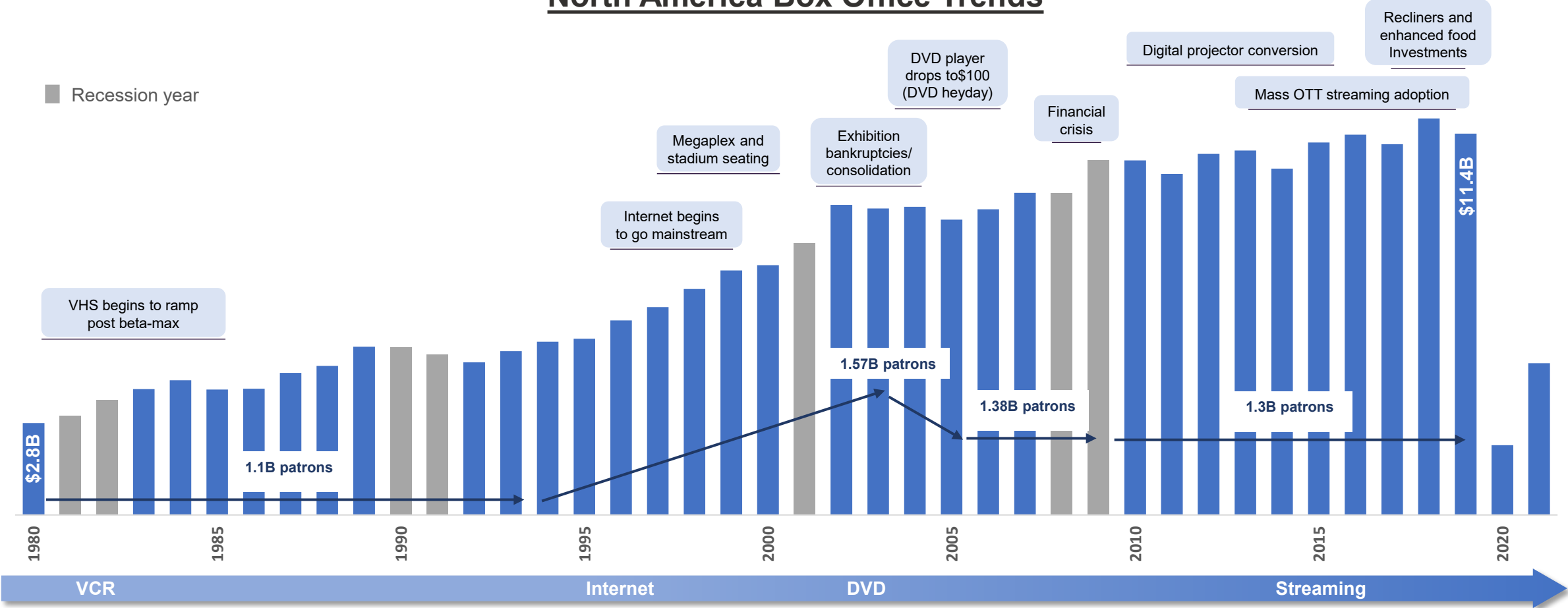
**Mike Cavalier**  
*EVP General Counsel*

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

# Exhibition Industry Trends

Stable, long-term industry growth trends across technology innovations and economic cycles; industry continuing to recover from COVID pandemic

## North America Box Office Trends



# **Pre-COVID Summary & Financials**

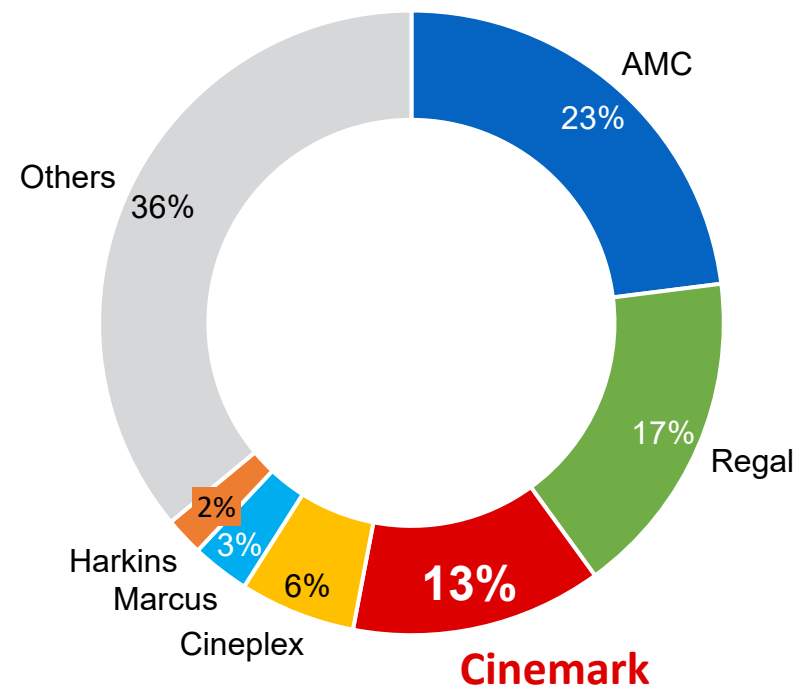


# Broad and Leading Presence in the Americas

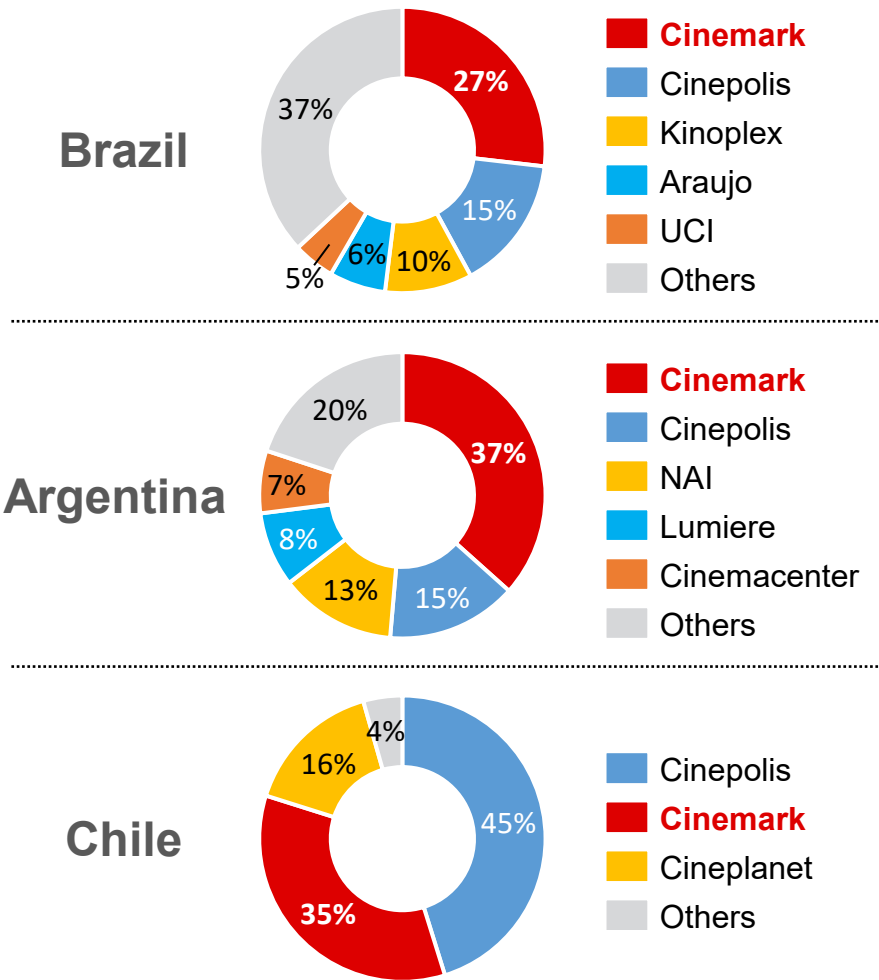


Strong presence across the U.S. and Latin America that is strategically important to film distributors as well as promotional partners

2019 Market Share - North America <sup>(1)</sup>



2019 Market Share - Key Latin American Markets <sup>(1)</sup>



1) Based on FY 2019 box office



# Initiatives to Drive Growth and Outperformance

**CINEMARK™**

Capex cycle peaked in 2015 – 2019, with investments that drove long-term customer engagement and positioned the company for ongoing success



67% U.S. recliner penetration - highest among major circuits <sup>(1)</sup>



#1 private-label premium large format in the world with more than 275 auditoriums



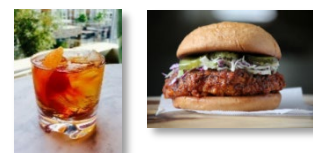
264 auditoriums feature D-BOX motion seats synchronized with on-screen action



Industry-leading technology and capabilities; first exhibitor to announce Cinionic laser conversion



Heightened focus on the guest experience; guest service scores consistently in excess of 90%



Over 75% of U.S. circuit features expanded food & beverage offerings, 55% with alcohol



First domestic exhibitor to launch subscription program; ongoing evolution of loyalty program



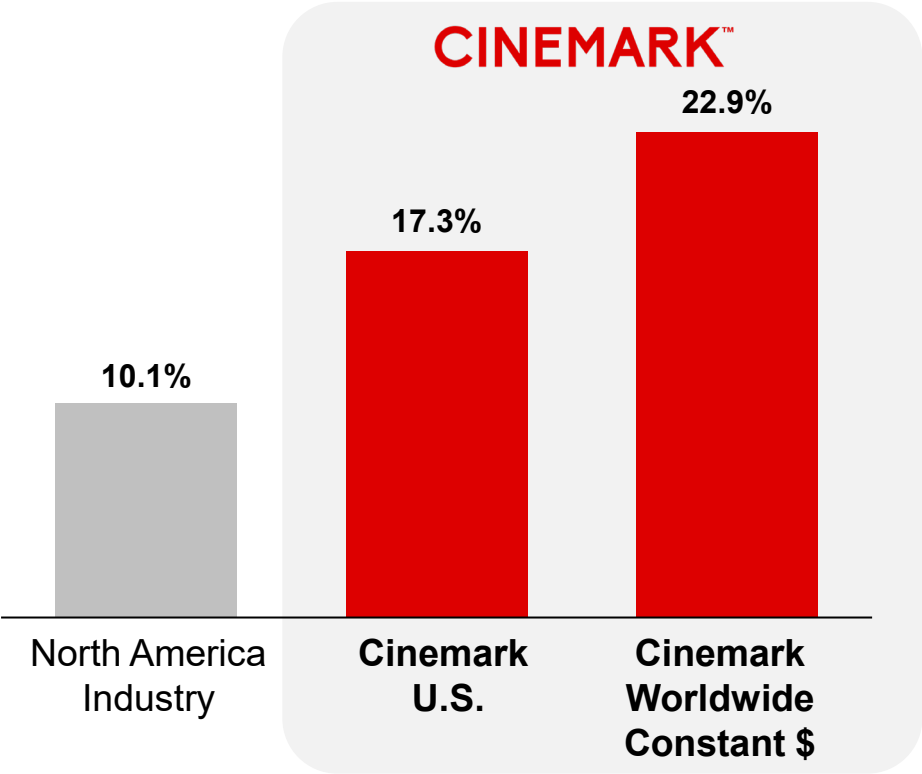
Sophisticated omni-channel marketing platform and significantly enhanced digital and social capabilities

1) As of 9/30/2022; U.S. recliner penetration 60% as of 12/31/2019

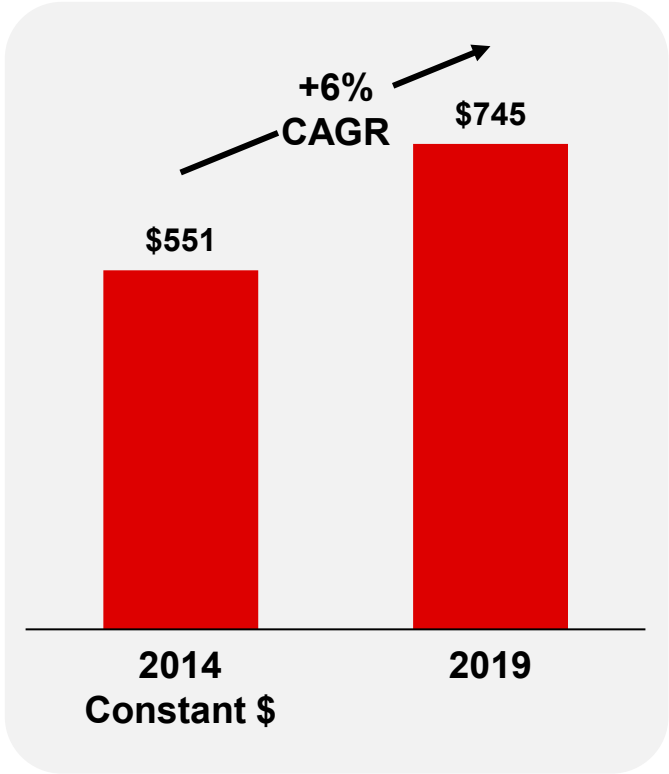
# Consistent Industry Outperformance

Cinemark has surpassed North American industry box office growth 12 out of the past 13 years and has consistently led the industry in Adjusted EBITDA margin <sup>(1)</sup>

2014 - 2019 Admission Revenue Growth <sup>(2)</sup>



CNK Worldwide Adjusted EBITDA Growth <sup>(2,3)</sup>



1) As of 12/31/2021

2) 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](http://investors.Cinemark.com)

3) 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.

Source: MPA and Public Filings.

# 2019 Financial Summary



## 2019 Worldwide Results <sup>(1)</sup>

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

## Highlights

- Served ~280 million patrons globally
- Achieved 5<sup>th</sup> consecutive year of record revenue with top-line growth in U.S. and International<sup>3</sup> segments
- Exceeded North America industry box office growth by 200 bps, outperforming in 10 of the past 11 years <sup>(4)</sup>
- 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 as peak capex cycle stepped down
- 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) In millions

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

3) Intl segment growth in constant \$

4) As of 12/31/2019

# **Recovery Update and Financial Results**

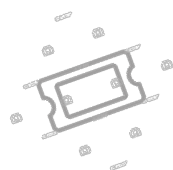




# Highlights of Third Quarter 2022 Results

**CINEMARK™**

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



## Box Office

- Domestic box office outperformed the North American industry results by more than 400 bps comparing 3Q22 against 3Q19 and maintained the largest share gain among the major U.S. exhibitors
- International admissions surpassed LatAm industry benchmarks by more than 500 bps comparing 3Q22 against 3Q19



## Food & Beverage

- Generated a robust domestic food & beverage per cap of \$6.81, an increase of 30% since 3Q19
- Continued to combat inflationary pressures on COGS that are expected to continue throughout the year



## Movie Club

- Program membership base now exceeds 1 million – over 10% from 2019
- 100K+ members in premium Movie Club Platinum tier



## Premium Formats

- Admission revenue from enhanced premium large format XD and IMAX auditoriums was nearly flat to 3Q19 despite a 27% decline in box office
- Admission revenue generated from DBOX motion seats up over 25% from 3Q19



## Profitability

- Generated positive worldwide Adj. EBITDA<sup>(1)</sup> of \$100MM in 3Q22 with a 15.3% Adj. EBITDA margin
- Anticipate positive Free Cash Flow for FY22 based on current industry trends

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

# Third Quarter 2022 Financial Summary



## Q3 Worldwide Results <sup>(1) (2)</sup>

	<u>Q3 2022</u>	<u>Q3 2021</u>	<u>Q3 2019</u>
Attendance	48.4	30.7	73.3
Revenue	\$650.4	\$434.8	\$821.8
Adj. EBITDA	\$99.5	\$44.3	\$169.8
<i>Adj EBITDA %</i>	<i>15.3%</i>	<i>10.2%</i>	<i>20.7%</i>
Free Cash Flow	(\$43.1)	(\$45.2)	\$22.3
End Cash Balance	\$631.9	\$543.0	\$482.8

## Q3 2022 Highlights

- Worldwide revenue grew 50% year-over-year with Adj. EBITDA up 125%, underscoring our ongoing recovery
- Delivered 80% of 3Q19's total revenue with only 65% of the attendance
- Year-to-date, delivered \$1.9B of total revenue and \$263M of Adj. EBITDA, resulting in an Adj. EBITDA margin of 14.2%
- Maintained a healthy cash balance as the business recovers while continuing to prudently invest in ROI generating opportunities
- Anticipate positive free cash flow for the full-year

1) in Millions

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

# **A Look Ahead**



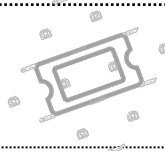
# Near-Term Priorities to Drive Operating Success

CINEMARK™

Sustained progress in advancing our consumer, growth, and productivity initiatives to capitalize on the ongoing recovery of theatrical exhibition and position the company for long-term success



Create an **exceptional guest experience** through premium amenities and offerings that cannot be replicated at home, as well as an ongoing focus on top-notch customer service



**Maximize attendance and box office** through pricing strategies, sophisticated showtime planning and pursuit of alternative content that appeals to a broader consumer base



Utilize **advanced digital and social marketing capabilities** to build audiences, increase moviegoing frequency and strengthen loyalty to Cinemark



**Grow food and beverage consumption** through expanded offerings and simplifications that enhance the ease of purchase, including the online food and beverage ordering platform, Snacks-In-A-Tap



**Simplify and streamline theater practices** through technology, workforce management, and enhanced inventory procedures



Utilize **enhanced data management and analytics** to drive margin expansion through **company-wide Continuous Improvement** project



**Continue disciplined strategic investments in growth** while re-fortifying balance sheet



# 4Q 2022 Notable Titles

A more consistent cadence of films with broad consumer appeal results in a compelling fourth quarter lineup to finish the year strong



September 16



October 14



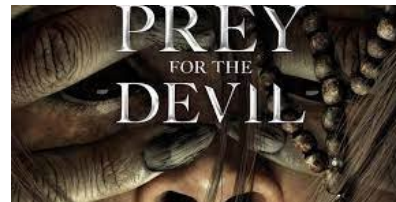
October 21



October 21



September 23



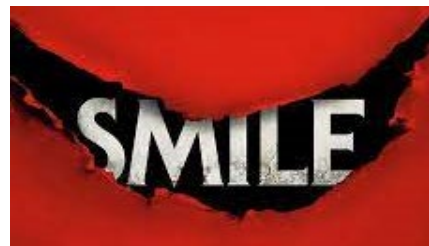
October 28



November 11



November 25



September 30



December 16



December 23



December 23

Q3 Carryover

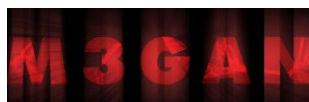
Q4 Releases

# 2023 Notable Titles

CINEMARK™

2023 expected to be a further year of recovery and improvement in content volume and box office

Q1



January 13



February 17



March 3



March 3



March 17



March 24

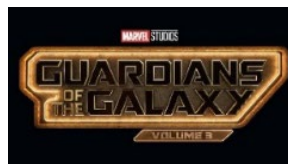
Q2



April 7



May 19



May 5



May 26



June 2



June 23

Q3



June 30



July 14



July 21



July 21



July 28



August 4

Q4



November 17



November 17



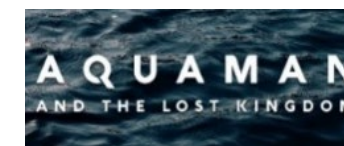
November 17



December 15



December 20



December 25

# Value of an Exclusive Theatrical Window

Theatrical exhibition provides a premium consumer experience that helps ‘eventize’ content and elevate perception of content, enhancing long-term value of film assets for studios



## **Premium Out-of-Home Entertainment Experience**

The shared, larger-than-life cinematic experience with heightened sight and sound technology creates a premium experience and stronger connections with content that cannot be replicated



## **Theatrical Releases “Eventize” a Film**

Theatrical releases elevate and help promote content by increasing its awareness and enhancing its perception of quality that drives greater interest in downstream distribution channels



## **Reduces Piracy Rates**

Piracy tracking services consistently demonstrate that piracy levels spike materially when pristine copies of content become available in-home; this spike is delayed during an exclusive theatrical window



## **Significant Revenue Driver**

A significant portion of customers who view movies in-theater subsequently consume them again in-home; content owners receive multiple revenue opportunities for the same asset with a windowed release pattern



## **Enhances Brand and Franchise Building**

A successful theatrical release develops stronger emotional connections with the stories and characters that builds to bigger brands and franchises



## **Consumer and Talent Considerations**

Consumers continue to consistently demonstrate their desire and enthusiasm to view content in a theatrical setting. Additionally, talent - ranging from directors to actors to crew - are passionate about their films being seen in the cinematic environment and their compensation often correlates to theatrical box office performance



# Appendix





# FY 2021 Non-GAAP Measure Reconciliations



## Reconciliation of Net Income/(Loss) to Adjusted EBITDA<sup>(1)</sup>

	FY 2021	FY 2019
<b>Net Income/(Loss)</b>	<b>(\$422.2)</b>	<b>\$193.8</b>
Add (deduct):		
Income taxes	(16.8)	79.9
Interest expense <sup>(2)</sup>	149.7	99.9
Loss on extinguishment of debt	6.5	-
Other (income) expense, net <sup>(3)</sup>	43.5	(22.4)
Cash distributions from DCIP <sup>(4)</sup>	-	23.7
Cash distributions from other equity investees <sup>(5)</sup>	0.2	29.7
Non-cash distribution from equity investee <sup>(6)</sup>	-	-
Depreciation and amortization	265.4	261.2
Impairment of long-lived assets and investments	20.8	57.0
Restructuring costs	(1.0)	-
(Gain)/Loss on disposal of assets and other	8.0	12.0
Non-cash rent expense	(3.5)	(4.4)
Share based awards compensation expense	29.3	14.6
<b>Adjusted EBITDA</b>	<b>\$80.0</b>	<b>\$745.0</b>

## Reconciliation of Cash Flows (Used for) Provided by Operating Activities to Free Cash Flow<sup>(1)</sup>

	FY 2021	FY 2019
<b>Cash flows (used for) provided by operating activities</b>	<b>\$166.2</b>	<b>\$562.0</b>
Deduct:		
Capital Expenditures	95.5	303.6
<b>Free Cash Flow</b>	<b>\$70.7</b>	<b>\$258.4</b>

	FY 2021	FY 2019
<b>Total Revenues</b>	<b>\$1,510.5</b>	<b>\$3,283.1</b>
Adjusted EBITDA	80.0	745.0
<b>Adjusted EBITDA Margin</b>	<b>5.3%</b>	<b>22.7%</b>

1) In Millions

2) Includes amortization of debt issue costs.

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

4) 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.

5) 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.

# 3Q 2022 Non-GAAP Measure Reconciliations



## Reconciliation of Net Income/(Loss) to Adjusted EBITDA<sup>(1)</sup>

	3Q 2022	3Q 2021	3Q 2019
<b>Net Income/(Loss)</b>	<b>(\$23.9)</b>	<b>(\$77.6)</b>	<b>\$32.0</b>
Add (deduct):			
Income taxes	3.4	(8.9)	14.1
Interest expense <sup>(2)(3)</sup>	38.4	38.0	25.0
Other (income) expense, net <sup>(4)</sup>	4.5	12.5	(10.0)
Other cash distributions from equity investee	-	0.1	8.4
Depreciation and amortization	58.3	67.2	67.8
Impairment of long-lived and other assets	15.2	7.5	27.3
Restructuring costs	-	(0.4)	-
(Gain)/Loss on disposal of assets and other	1.2	1.1	2.5
Non-cash rent expense	(2.8)	(1.1)	(1.1)
Share based awards compensation expense	5.2	6.0	3.8
<b>Adjusted EBITDA</b>	<b>\$99.5</b>	<b>\$44.4</b>	<b>\$169.8</b>

## Reconciliation of Cash Flows (Used for) Provided by Operating Activities to Free Cash Flow<sup>(1)</sup>

	3Q 2022	3Q 2021	3Q 2019
<b>Cash flows (used for) provided by operating activities</b>	<b>(\$18.4)</b>	<b>(\$20.8)</b>	<b>\$93.6</b>
Deduct:			
Capital Expenditures	24.7	24.4	71.3
<b>Free Cash Flow</b>	<b>(\$43.1)</b>	<b>(\$45.2)</b>	<b>\$22.3</b>

	3Q 2022	3Q 2021	3Q 2019
<b>Total Revenues</b>	<b>\$650.4</b>	<b>\$434.8</b>	<b>\$821.8</b>
Adjusted EBITDA	99.5	44.3	169.8
<b>Adjusted EBITDA Margin</b>	<b>15.3%</b>	<b>10.2%</b>	<b>20.7%</b>

1) In millions

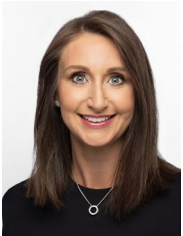
2) Includes amortization of debt issue costs.

3) Amounts for the three months ended June 30, 2019 were impacted by the adoption of ASC Topic 842 and the resulting change in the classification of certain of the Company's leases.

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

5) Reflects cash distributions received from equity investees that were recorded as a reduction of the respective investment balances. These distributions are reported entirely within the U.S. operating segment.

# Thank You



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# CINEMARK™

