

Investor Presentation

February 24, 2023



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 24, 2023.

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 518 theaters with 5,847 screens in 16 countries ¹⁾

U.S. Operations ¹⁾

- 3rd 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 9 out of the past 10 years



International Operations ¹⁾

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



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 including 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.

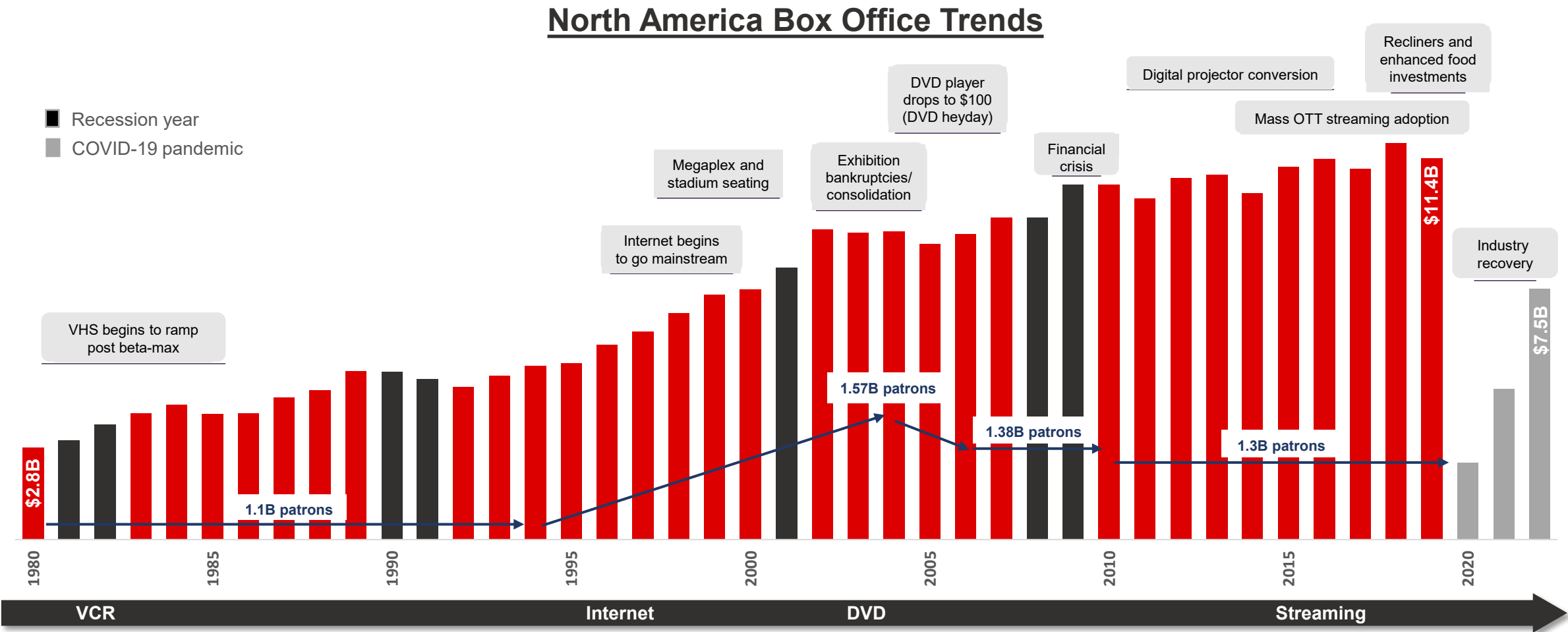


Mike Cavalier
EVP General Counsel

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 with box office growth in 6 of the last 8 recessionary periods

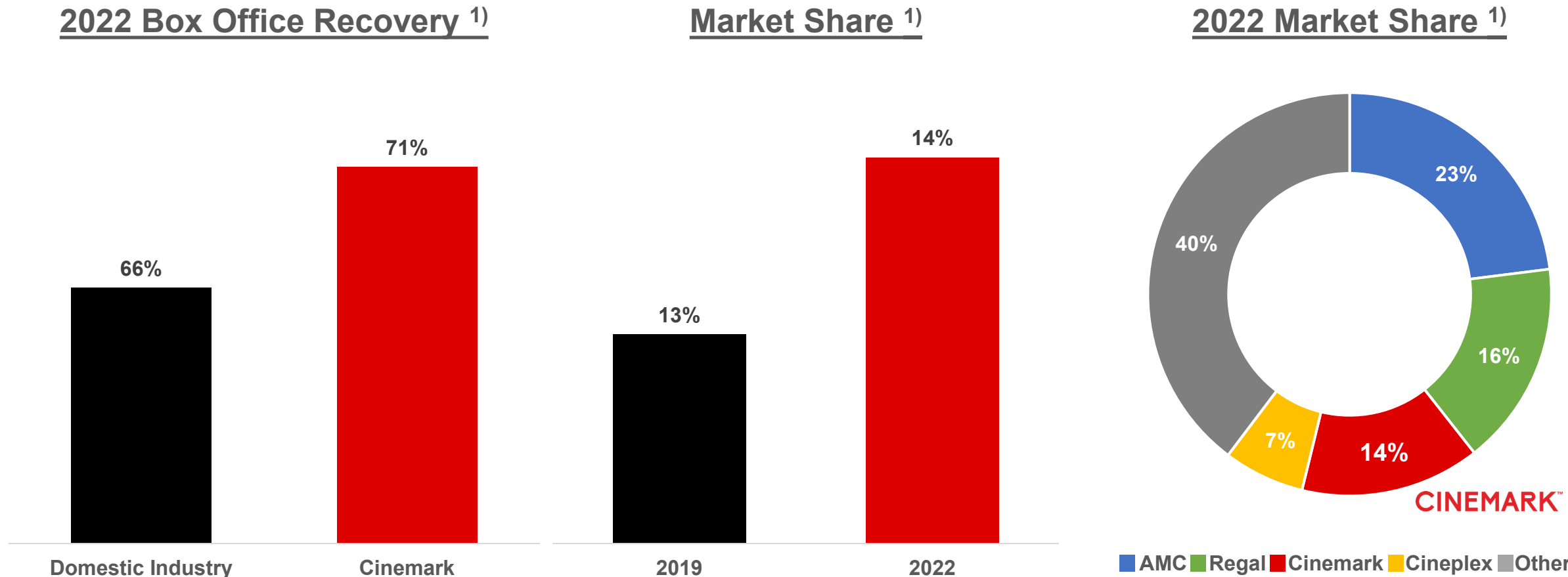


Cinemark Performance



North American Industry Outperformance

Cinemark’s operational excellence and execution of strategic priorities has driven faster box office recovery and market share gains



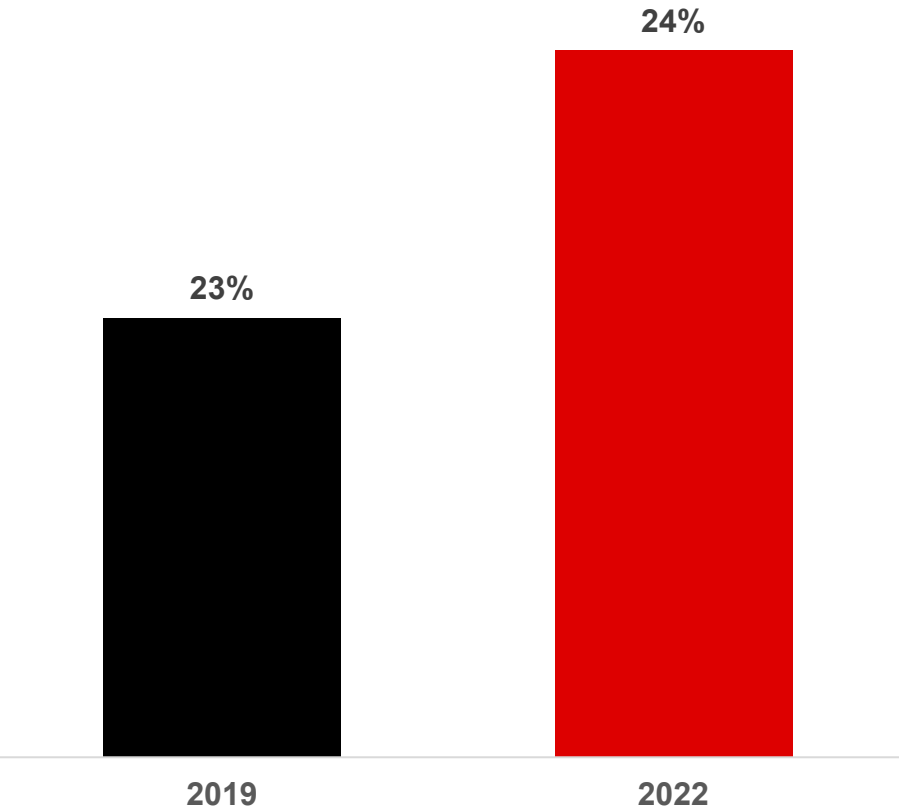
1) North American industry and market share data per comScore on a gross box office

International Industry Outperformance

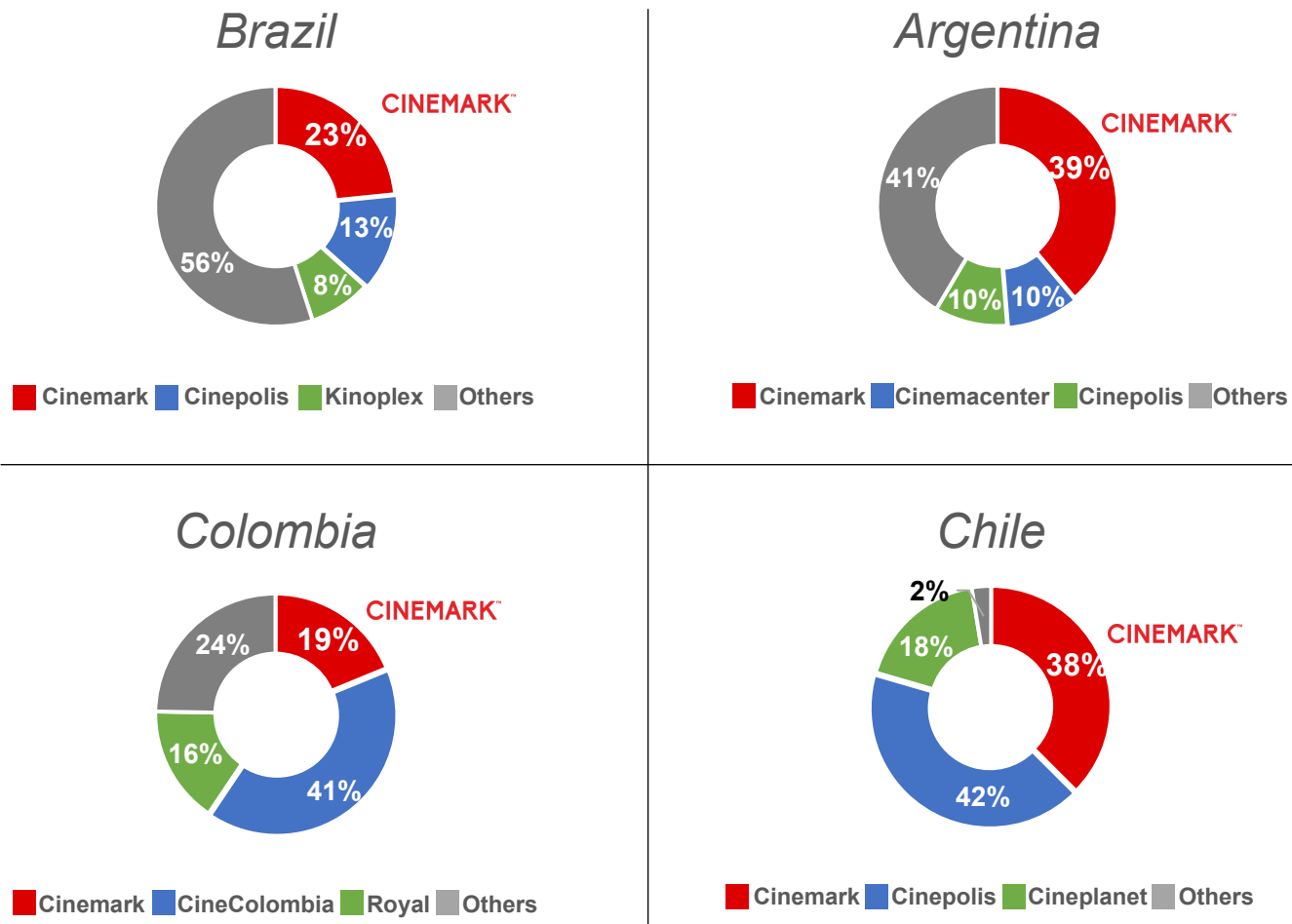


Strong presence across Latin America provides diversification, increased scale, cross-company synergies, and promotional opportunities with global partners

2022 Market Share ¹⁾



2022 Market Share - Key Latin American Markets ¹⁾



1) All Latin American countries compiled based on FY 2022 admissions; source: comScore

Initiatives to Drive Growth and Outperformance

CINEMARK™

Continuing to benefit from sustained investments in guest experience (peak capex cycle 2015-2019); prioritizing investments in strategic initiatives to position the company for ongoing success



67% U.S. recliner penetration - highest among major circuits ¹⁾



#1 private-label premium large format in the world with more than 290 auditoriums



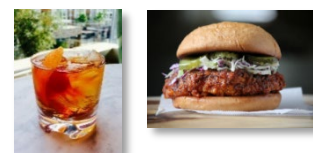
279 auditoriums feature D-BOX motion seats synchronized with on-screen action



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



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



~80% of U.S. circuit features expanded food & beverage offerings, ~60% with alcohol



Industry-leading subscription program; ongoing evolution of loyalty program



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

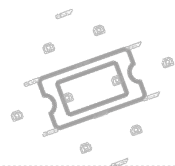
Financial Results



Highlights of Q4 2022 Results

CINEMARK™

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



Box Office

- Domestic box office outperformed the North American industry results by more than 600 bps comparing 4Q22 against 4Q19 with the largest share gain among the major U.S. exhibitors (~130 bps)
- International admissions market share surpassed LatAm industry benchmarks by 100+ bps comparing 4Q22 against 4Q19



Premium Formats

- Premium large format auditoriums (XD and IMAX) represented 5% of global screens and generated 15% of total fourth quarter box office, an increase of nearly 500 basis points relative to 4Q19
- Box office revenue generated by DBOX motion seats grew more than 75% 4Q19



Food & Beverage

- Generated a robust food & beverage per cap of \$7.43 domestically, an increase of 39% since 4Q19, predominately driven by increased incidence; international per cap increased 66% since 4Q19 in constant currency
- Continued to offset inflationary pressures through product alternatives, category management and strategic pricing actions



Loyalty

- Movie Club exceeded 1.1 million members – an increase of 15% from 2019; represented 23% of 4Q22 box office
- Grew consumer reach to an all-time high 25M global addressable customers



Profitability

- Delivered positive worldwide Adj. EBITDA¹⁾ of \$74M in 4Q22 with a 12.3% Adj. EBITDA margin
- Generated positive Free Cash Flow of \$63M for the fourth quarter and \$25M for the full year

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

Full Year 2022 Financial Summary



Annual Worldwide Results ^{1) 2)}

2022 Highlights

	<u>2022</u>	<u>2021</u>	<u>2019</u>
Attendance	173	106	280
Revenue	\$2,455	\$1,511	\$3,283
Adj. EBITDA	\$336	\$80	\$745
Adj. EBITDA %	13.7%	5.3%	22.7%
Free Cash Flow	\$25	\$71 ³⁾	\$258
End Cash Balance	\$675	\$707	\$488

- Worldwide total revenue grew 63% year-over-year, demonstrating another positive step in the industry's recovery, as well as sustained consumer enthusiasm for theatrical moviegoing
- Delivered 75% of FY19 total revenue with only 62% of the attendance, underscoring our ability to flex and adapt in a dynamic environment
- Generated \$336M of Adj. EBITDA, resulting in a healthy Adj. EBITDA margin of 13.7%
- Delivered positive Free Cash Flow of \$25M despite a reduction in working capital and settling effectively all pandemic-related deferred rent
- Maintained a healthy cash balance as the business recovers while continuing to prudently invest in ROI generating opportunities to position the company for long-term success

1) in Millions

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

3) Includes \$137M of CARES Act-related tax refunds

Capital Structure and Allocation

Our balance sheet remains a strategic asset and key differentiator, providing ample flexibility

(in \$ millions)	As of Dec. 31, 2022
Long-term debt ¹⁾	\$2,517
Cash balance	<u>\$675</u>
Net Debt	\$1,842
TTM Adj. EBITDA	\$336
Net Debt/ Adj. EBITDA	5.5x
Target Leverage Ratio ²⁾	2.0 - 3.0x

- Covenant-lite debt
- Company has a history of proactively managing debt with nearest maturity in 2024/2025 ³⁾
- Executed upon plans to de-lever during 2022, paying down \$21M of international debt
- Repaid substantially all remaining deferred lease obligations incurred over the course of the pandemic
- Continued to invest in high-confidence ROI initiatives with \$111M of CapEx deployed during 2022
- Long-term target leverage ratio of 2.0 – 3.0x, dependent upon timing and extent of box office recovery, as well as strategic investment opportunities

1) The company has an undrawn revolver of \$100M; excludes capital lease obligations

2) Historic leverage ratio ~2.0 – 2.5x

3) Revolver matures in November 2024

A Look Ahead

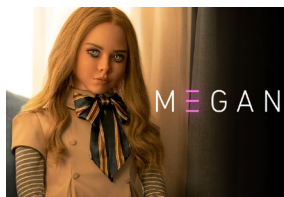


2023 Notable Titles

CINEMARK™

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

Q1



January 6



February 17



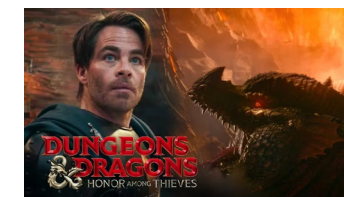
March 3



March 17



March 24

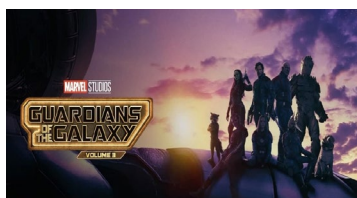


March 31

Q2



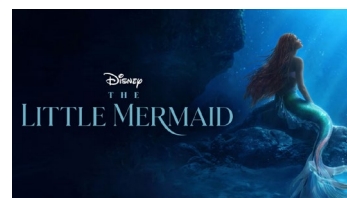
April 7



May 5



May 19



May 26



June 2



June 16

Q3



June 30



July 14



July 21



July 21

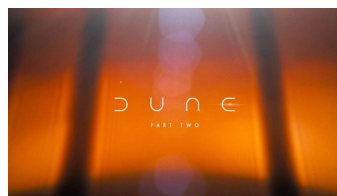


July 28



August 4

Q4



November 3



November 10



November 17



November 17



December 15



December 25

Value of an Exclusive Theatrical Window

CINEMARK™

A theatrical release enhances a film's promotional impact and overall asset value



Increases **consumer awareness**, interest and recognition



Elevates **perception** of films by eventizing them



Satisfies **consumer/creative desires** to see films on big screen



Creates **stronger emotional connections** with characters/stories



Produces **bigger brands**, franchises and cultural moments



Provides **incremental monetization** channel expanding revenue



Generates **stronger results** in downstream channels



Delays sizable jump in **piracy** upon in-home availability

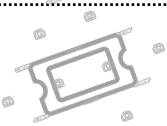
Strategic Priorities to Drive Operating Success

CINEMARK™

Maintain an advantaged position to capitalize on the ongoing recovery of theatrical exhibition through significant consumer, growth, and productivity initiatives, and position Cinemark 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** programs



Pursue disciplined strategic investments in long-term growth while re-fortifying balance sheet

Appendix



4Q 2022 Non-GAAP Measure Reconciliations



Reconciliation of Net Income/(Loss) to Adjusted EBITDA ¹⁾

	4Q 2022	4Q 2021	4Q 2019
Net Income/(Loss)	(\$98.8)	\$6.4	\$26.8
Add (deduct):			
Income taxes	(3.3)	(1.2)	15.8
Interest expense ^{2) 3)}	40.7	38.1	24.9
Other (income) expense, net ⁴⁾	4.4	8.2	2.6
Other cash distributions from equity investee ⁵⁾	5.4	-	25.2
Depreciation and amortization	57.2	63.1	64.4
Impairment of long-lived and other assets	66.6	13.3	11.6
Restructuring costs	(0.4)	0.2	-
(Gain)/Loss on disposal of assets and other	(0.3)	0.3	4.0
Non-cash rent expense	(3.3)	(1.7)	(1.1)
Share based awards compensation expense	5.3	12.7	4.1
Adjusted EBITDA	\$73.5	\$139.4	\$178.3

Reconciliation of Cash Flows Provided by Operating Activities to Free Cash Flow ¹⁾

	4Q 2022	4Q 2021	4Q 2019
Cash flows provided by operating activities	\$108.3	\$208.4	\$164.8
Deduct:			
Capital Expenditures	45.4	38.3	117.1
Free Cash Flow	\$62.9	\$170.1	\$47.7
	4Q 2022	4Q 2021	4Q 2019
Total Revenues	\$599.7	\$666.7	\$788.8
Adjusted EBITDA	73.5	139.4	178.3
Adjusted EBITDA Margin	12.3%	20.9%	22.6%

1) In millions

2) Includes amortization of debt issue costs.

3) Amounts for the three months ended December 31, 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.

FY 2022 Non-GAAP Measure Reconciliations



Reconciliation of Net Income/(Loss) to Adjusted EBITDA ¹⁾

	FY 2022	FY 2021	FY 2019
Net Income/(Loss)	(\$268.0)	(\$422.2)	\$193.8
Add (deduct):			
Income taxes	3.0	(16.8)	80.0
Interest expense ^{2) 3)}	155.3	149.7	99.9
Loss on extinguishment of debt	-	6.5	-
Other (income) expense, net ⁴⁾	23.6	43.5	(22.4)
Cash distributions from other equity investees ⁵⁾	6.9	0.2	53.3
Depreciation and amortization	238.2	265.4	261.2
Impairment of long-lived assets and investments	174.1	20.8	57.0
(Gain)/Loss on disposal of assets and other	(6.8)	8.0	12.0
Restructuring costs	(0.5)	(1.0)	-
Non-cash rent expense	(10.8)	(3.4)	(4.4)
Share based awards compensation expense	21.5	29.3	14.6
Adjusted EBITDA	\$336.5	\$80.0	\$745.0

Reconciliation of Cash Flows Provided by Operating Activities to Free Cash Flow ¹⁾

	FY 2022	FY 2021	FY 2019
Cash flows provided by operating activities	\$136.0	\$166.2	\$562.0
Deduct:			
Capital Expenditures	110.7	95.5	303.6
Free Cash Flow	\$25.3	\$70.7	\$258.4

	FY 2022	FY 2021	FY 2019
Total Revenues	\$2,454.7	\$1,510.5	\$3,283.1
Adjusted EBITDA	336.5	80.0	745.0
Adjusted EBITDA Margin	13.7%	5.3%	22.7%

1) In millions

2) Includes amortization of debt issue costs.

3) Amounts for the three months ended December 31, 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.

2019 Financial Summary



2019 Worldwide Results ¹⁾

	<u>2019</u>	<u>5-Year CAGR</u>
Attendance	280	1.2%
Revenue	\$3,283	4.6%
Adj. EBITDA ²⁾	\$745	3.9%
Adj. EBITDA %	22.7%	
Free Cash Flow ²⁾	\$258	4.2%
Ending 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 International³ segments
- Exceeded North America industry box office growth by 200 bps
- 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 \$

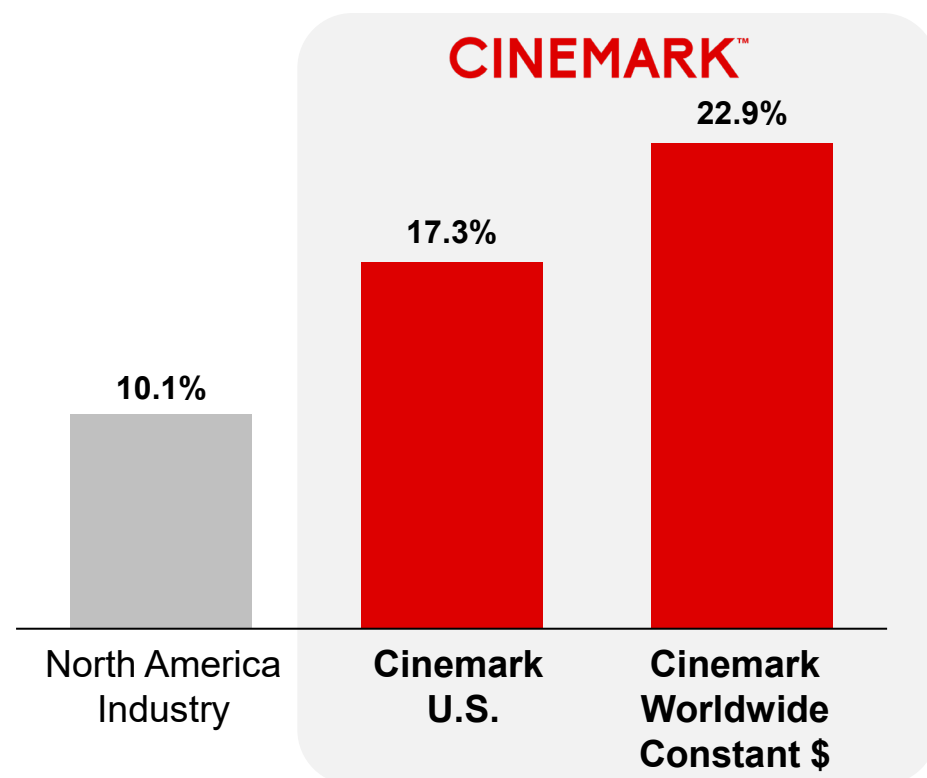
4) As of 12/31/2019

Consistent Industry Outperformance

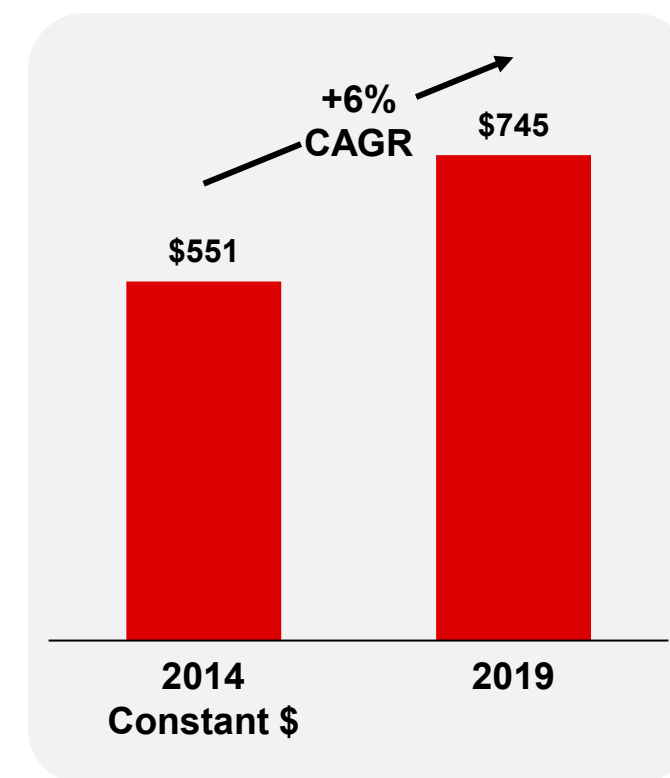
CINEMARK™

Cinemark has consistently surpassed North American industry box office growth and led the industry in Adjusted EBITDA margin ¹⁾

2014 - 2019 Admission Revenue Growth ²⁾



CNK Worldwide Adjusted EBITDA Growth ^{2,3)}



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](https://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.

Thank You



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CINEMARK™

