

## FINANCIAL TEAR SHEET

### CORPORATE PROFILE

We are a leader in the motion picture exhibition industry with 533 theatres and 5,957 screens in the U.S. and Latin America as of September 30, 2017.

- Our circuit is the third largest in the U.S. with 339 theatres and 4,562 screens in 41 states.
- We ranked either #1 or #2 by box office revenues in 22 of our top 30 U.S. markets as of 12/31/2016.
- We are the most geographically diverse circuit in Latin America with 194 theatres and 1,395 screens in 15 countries.
- We have a presence in 13 of the top 15 metropolitan areas in South America as of 12/31/2016.

### Q3 2016 Website Selected Data

#### Industry Statistics

##### United States

- According to industry sources, 2015 is the seventh consecutive year in box office history that the U.S. motion picture exhibition industry exceeded \$10 billion in box office revenues, with estimated U.S. box office revenues in excess of \$11.1 billion.

##### Latin America

- Growth in Latin America continues to be fueled by a combination of growing populations, attractive demographics (i.e., a significant teenage population), continued retail development, and quality product from Hollywood, including 3-D and alternative content offerings. In many Latin American countries, including Brazil, Argentina, Colombia, Peru and Chile, successful local film product can also provide incremental box office growth opportunities.

#### Competitive Strengths

We believe the following strengths allow us to compete effectively:

**Experienced Management.** Led by Chairman and founder Lee Roy Mitchell, Chief Executive Officer Mark Zoradi, Chief Financial Officer Sean Gamble and President-International Valmir Fernandes, our operational management team has many years of industry experience. Each of our international offices is led by general managers that are local citizens familiar with cultural, political and economic factors impacting each country. Our worldwide management team has successfully navigated us through many industry and economic cycles.

**Disciplined Operating Philosophy.** We generated operating income and net income attributable to Cinemark Holdings, Inc. of \$423.2 million and \$216.9 million, respectively, for the year ended December 31, 2015. Our solid operating performance is a result of our disciplined operating philosophy that centers on building high-quality theatres, while maintaining favorable theatre-level economics, controlling operating costs and effectively reacting to economic and market changes.

**Leading Position in Our U.S. Markets.** We have a leading market share in most of the U.S. markets we serve, which includes a presence in 41 states. For the year ended December 31, 2015, we ranked either first or second, based on box office revenues, in 22 out of our top 30 U.S. markets, including the San Francisco Bay Area, Dallas, Houston, Salt Lake City, Sacramento, Cleveland and Austin.

**Located in Top Latin American Markets.** We have continued to invest throughout Latin America. As of December 31, 2015, we operated 176 theatres and 1,278 screens in 14 countries. Our international screens generated revenues of \$728.7 million, or 25.5% of our total revenues, for the year ended December 31, 2015. We have successfully established a significant presence in major cities in the region, with theatres in thirteen of the fifteen largest metropolitan areas in South America. We are the largest exhibitor in Brazil and Argentina. Our geographic diversity makes us an important distribution channel for the movie studios.

**State-of-the-Art Theatre Circuit.** We offer state-of-the-art theatres, which we believe makes our theatres a preferred destination for moviegoers in our markets. During 2015, we built 182 new screens worldwide. We currently have commitments to open 184 additional new screens over the next three years. We have installed digital projection technology in all of our worldwide auditoriums. Currently, approximately 55% of our U.S. screens and 65% of our international screens are 3-D compatible. We currently have 14 digital IMAX screens. As of December 31, 2015, we had the industry-leading private label premium large format circuit with 210 XD auditoriums in our theatres. We have plans to install 15 to 20 additional XD auditoriums during 2016. We also continue to develop new market-adaptive theatre concepts in various markets. We believe we offer the brightest picture in the industry, with our Doremi servers and Barco digital projectors, and custom surround sound in our auditoriums. We have also established a centralized theatre support center that monitors and responds to projection performance and theatre network connectivity issues across our worldwide circuit on real-time basis.

**Disciplined and Targeted Growth Strategy.** We continue to grow organically as well as through the acquisition of high-quality theatres in select markets. Our growth strategy has centered around achieving a target return on investment while also complementing our existing theatre circuit. We continue to generate significant cash flows from operating activities, which demonstrates the success of our growth strategy. We believe a combination of our strong balance sheet and our expected level of cash flows will continue to provide us with the financial flexibility to pursue further growth opportunities, while also allowing us to efficiently service our debt obligations and continue to offer our stockholders a strong dividend yield under our current dividend policy.

## **Our Strategy**

We believe our disciplined operating philosophy and experienced operational management team will enable us to continue to enhance our leading position in the motion picture exhibition industry. Key components of our strategy include:

***Focus on Operational Excellence and Customer Satisfaction.*** We continue to focus on achieving operational excellence by controlling theatre operating costs and training and motivating our staff all while focusing on making each of our customer's experiences memorable. We strive for first-rate customer service and focus on driving attendance. Our consistent industry-leading margins reflect our ability to deliver the highest quality presentation to our patrons while also managing changes in product and consumer preferences.

***Growth in Existing and New Markets.*** We continue to seek growth opportunities by building or acquiring high-quality theatres that meet our strategic, financial and demographic criteria. We added 25 new theatres with 201 screens to our worldwide circuit during the year ended December 31, 2015. We also monitor economic and market trends to ensure our existing theatres offer a broad range of products, prices and platforms that satisfy our patrons and to develop new concepts to adapt to changes in preferences. During 2014, we acquired one theatre in Alabama, a new state for us and we opened our first theatre in Bolivia. During 2015, we opened our first theatre in Curacao, adding another new country to our diverse circuit. We have plans to open a theatre in Paraguay, another new country, in 2016.

***Commitment to Technological and Product Innovation.*** Our commitment to technological innovation has resulted in us being 100% digital in our worldwide circuit as of December 31, 2015. In the U.S., 100% of our projectors are networked with satellite infrastructure and our Latin American theatres will be 100% capable by the end of 2016. We continue to expand our worldwide XD auditorium footprint. We are also committed to developing and expanding our new market-adaptive theatres. With our technological innovations, we have broadened the range of entertainment options offered at our theatres by expanding content to include concert events, e-sports gaming events and other special presentations. Approximately 57% of our worldwide screens are 3-D compatible. We are also committed to developing and expanding our market-adaptive concepts. Our concession and food offerings are progressing to selectively include upscale options, hot prepared food, offerings tailored to local demographics, alcoholic beverages, and healthy snack alternatives in addition to our more standard concession products. Theatre amenities we provide to our customers may include our private-label premium large format XD screens, Luxury Lounger reclining seats, VIP lounge areas, reserved seating, and seats with cinematic motion.

***Sustained Investment in Existing Circuit.*** While we continue to grow our theatre circuit with new builds and acquisitions, we also remain committed to investing in our existing theatres to ensure they provide our customers with a comfortable, high-quality entertainment experience. We spent approximately \$140 million and \$199 million on capital expenditures for existing theatres during the years ended December 31, 2014 and 2015, respectively. Our efforts during 2015 included remodeling some of our existing theatres to include reclining seats and expanded concession offerings, the purchase of our corporate headquarters building in Plano, TX and routine improvements to ensure our theatres offer the highest quality guest experience.

## STOCK INFORMATION

Exchange	NYSE (US Dollar)
Price	\$33.69
Change (%)	▲ 0.64 (1.94%)
Volume	1,546,894
52 Week Low	\$32.03
Market Cap	\$3,923,769,996
Rolling EPS	2.11
PE Ratio	15.9668
Shares Outstanding	116,466,904

Data as of 11/17/17 4:00 p.m. ET



## RECENT NEWS

11/17/17

Cinemark Declares Quarterly Cash Dividend of \$0.29

11/07/17

Cinemark to Participate at MKM Partners Investor Conference

11/03/17

Cinemark Holdings, Inc. Reports Revenues of \$710.8 Million for the Third Quarter of 2017

## SEC FILINGS

11/06/17	10-Q
11/03/17	10-Q
11/03/17	8-K
09/11/17	4

## UPCOMING EVENTS

There are currently no events scheduled.

## INVESTOR CONTACT

Chanda Brashears

VP IR

**Phone:** 972-665-1500

**E-mail:** investors@cinemark.com

## EXECUTIVE OFFICERS

Lee Roy Mitchell	Chairman of the Board
Mark Zoradi	Chief Executive Officer, Board Director
Sean Gamble	Chief Financial Officer
Michael Cavalier	Executive Vice President; General Counsel; Secretary
Valmir Fernandes	President-Cinemark International, L.L.C.
Tom Owens	Executive Vice President-Real Estate

## BOARD OF DIRECTORS

Lee Roy Mitchell	Chairman of the Board
Mark Zoradi	Chief Executive Officer, Board Director
Darcy Antonellis	CEO of Vubiquity, Inc.
Benjamin D. Chereskin	President of Profile Capital Management LLC
Steven P. Rosenberg	President of SPR Ventures Inc.
Enrique F. Senior	Managing Director of Allen & Company LLC
Carlos M. Sepulveda	Executive Chairman of Triumph Bancorp, Inc.
Raymond W. Syufy	CEO of Syufy Enterprises, LP
Nina G. Vaca	Chairman and CEO of Pinnacle Technical Resources, Inc.
Nancy Loewe	Director

Data provided by Nasdaq. Minimum 15 minutes delayed. [View Attributions and Sources](#)