# 2018 Second Quarter

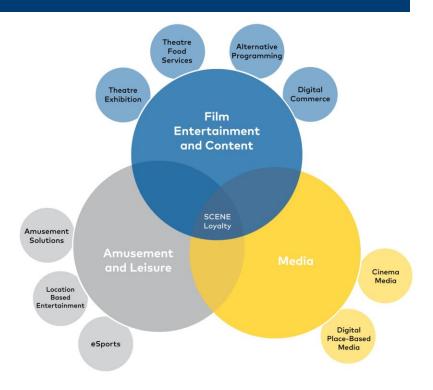
As of June 30, 2018

Contact/Inquiries:
Communications & Investor Relations

E: InvestorRelations@cineplex.com



# **Diversified Entertainment and Media Company**



#### **Corporate Strategy**

- Continue to enhance and expand existing infrastructure and expand Cineplex's presence as an entertainment destination for Canadians in-theatre, at-home and on-the-go;
- Capitalize on our core media strengths and infrastructure to provide continued growth of Cineplex's media business, both inside and outside theatres;
- Develop and scale amusement and leisure concepts by extending existing capabilities and infrastructure;
- Drive value within businesses by leveraging opportunities to optimize value, synergies and data across the Cineplex ecosystems; and
- Pursue selective acquisitions and opportunities that are strategic, accretive and capitalize on Cineplex's core strengths.

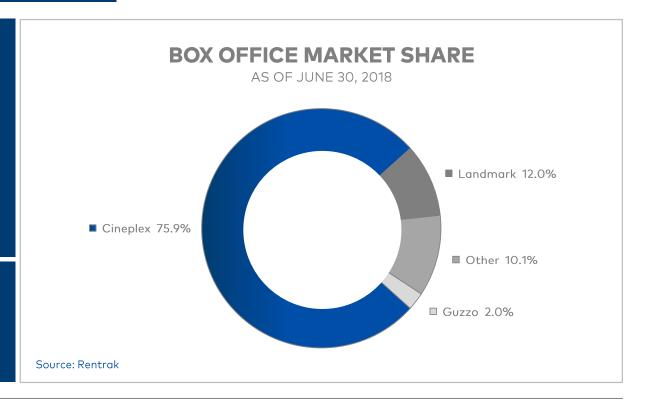
# Film Entertainment and Content

Theatre Exhibition • Theatre Food Service • Alternative Programming • Digital Commerce

#### **Box Office Market Share**

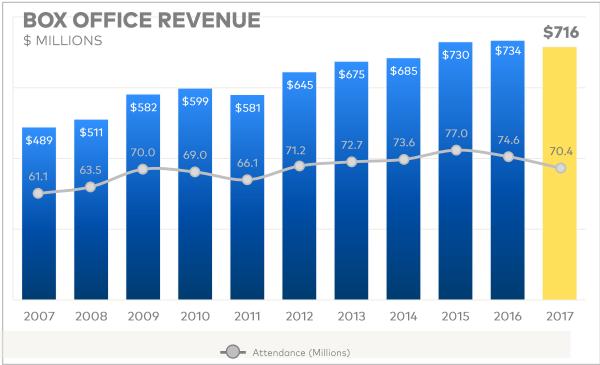
CINEPLEX
IS THE
LARGEST
AND
MOST SUCCESSFUL
MOTION PICTURE
EXHIBITION COMPANY
IN CANADA

164 THEATRES 1,683 SCREENS



#### **Box Office Revenue**





# **Box Office Per Patron (BPP)**





## **Premium Experiences**



PREMIUM
EXPERIENCES
ACCOUNTED FOR
45.1%
OF BOX OFFICE
REVENUE

FOR SIX MONTHS ENDED JUNE 30, 2018

## **UltraAVX®**



- Wall-to-wall screens
- Dolby ATMOS surround sound at most locations
- Extra-wide, high back, rocker seats
- Reserved seating
- Premium pricing

SCREENS at 73 LOCATIONS as of June 30, 2018





## **IMAX**



- Immersive movie experience
- Crystal-clear images
- Giant screens
- Powerful digital surround sound
- Reserved seating
- Premium pricing

25
SCREENS at 25 LOCATIONS
as of June 30, 2018



# **VIP Cinemas**



- Enhanced food and beverage menu
- Adult-only licensed auditoriums
- Reserved luxury seating
- Exceptional service at your seat
- Exclusive licensed lounge
- Premium pricing

SCREENS at 17 LOCATIONS as of June 30, 2018





# **Other Entertainment Experiences**







#### **DBOX**

- Seats move in synchronization with the action on screen
- Premium pricing
- Reserved seating
- 86 screens at 75 locations as of June 30, 2018

# 4D)

- Specially designed motion seats set in pods of four and synchronized to on-screen action. Environmental effects like wind, mist, bubbles and more
- Premium pricing
- Reserved seating
- 1 location as of June 30, 2018

#### **RECLINERS**

- Luxury recliners with powered foot rests
- Premium pricing
- General and reserved seating
- 155 screens at 16 locations as of June 30, 2018

# **Selective New Theatre Builds and VIP Expansions**



#### **OPENED Q3 2018**

Cineplex Cinemas Pickering and VIP (Pickering, ON)

Cineplex Cinemas Seton and VIP (Calgary, AB)

#### **COMING TO A MARKET NEAR YOU**

Cineplex Cinemas at The Centre (Saskatoon, SK)

Cineplex Cinemas Park Royal and VIP (Vancouver, BC)

Cineplex VIP Cinemas Brentwood (Burnaby, BC)

#### **Theatre Food Service**

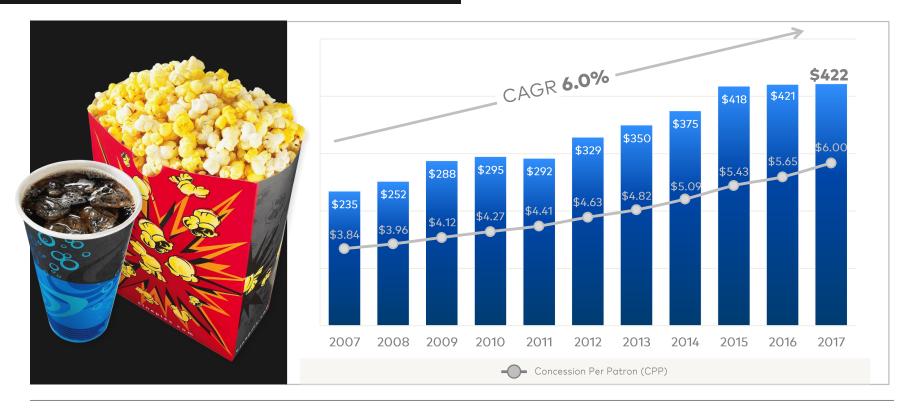


**\$422.3 Million** 

**REVENUE 2017** 

- Highly diversified product offering
- Digital technology, integrated loyalty and targeted promotions
- Proprietary and third party brands
- Focus on speed of service
- Expanded liquor licensing in Ontario and Alberta

## **Theatre Food Service Revenue**



# **Expanded Food Offerings**



**OUTTAKES** 

PIZZO PIZZO

Tim Hortons

Full array of menu items for all meal occasions

#### **Desserts and Coffee**









#### In-theatre and take-home snack occasions



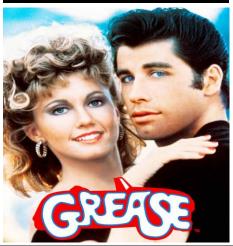
## **Alternative Programming**

Including, among others:

Classic Film Series
Family Favourites
In the Gallery Series
International Film Programming
National Theatre Live
NFL Sunday Nights at Cineplex
NFL Super Bowl
Sensory Friendly Screenings
Special Events
The Met: Live in HD

12 Event Screens dedicated 100% to alternative programming



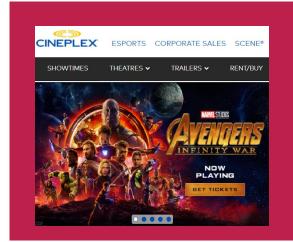


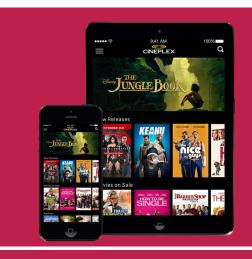






## **Digital Commerce - Platforms and Products**







Cineplex.com

**Mobile App** 

**Cineplex Store** 

## **Cineplex.com and Mobile App**

# Improving the Guest Experience

- Provides entertainment content before the show
- Mobile ticketing no lines

#### **CINEPLEX.COM**

- 104 million site visits in 2017
- 403 million page views in 2017
- Online ticketing and show times, exclusive entertainment content

#### CINEPLEX MOBILE

- One of Canada's most popular mobile brands
- Downloaded 18.5 million times and recorded 956 million app sessions as of Dec 31, 2017
- · Cineplex apps: iPhone, iPad, iPod touch, Android, BlackBerry
- Launching new app in 2018



#### **Cineplex Store**



- At home and on-the-go viewing
- Over 8,400 titles
- Available on largest number of devices
- SCENE members earn and redeem points





















#### **SuperTicket**

- Bundled offering from multiple studios
- Purchase movie ticket and pre-order digital download at the same time
- Movies available for earliest possible home entertainment release date
- Now available for essentially all major titles









GET 500 EXTRA SCENE POINTS





# Media

Cinema Media • Digital Place-Based Media

#### Cinema Media

#### Extensive portfolio of Cinema Media Assets:

- On-screen advertising: Show-Time, Pre-Show and TimePlay
- Digital Lobby: Digital Backlits and Digital Lobby Screens
- Cineplex.com and Cineplex Mobile advertising
- Interactive Media Zones (IMZ): Interactive screens for clients to engage with guests in theatre lobbies
- Cineplex Magazine: #3 most read magazine in Canada;
   #1 most read magazine in Canada for key sales
   demographics under 54 years old

#### Cinema Media Box Office Market Share by Province



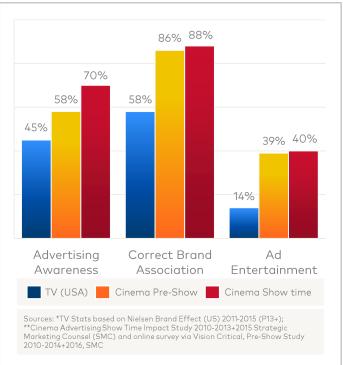
94% OF CANADA'S BOX OFFICE



# **High Impact Offerings**

- Average impact of cinema advertising is greater than on TV
- Reaches sought after demographics and unique audiences
- Engaged and attentive audiences focused on the big screen
- Prolonged campaigns with mobile app interactivity
- Higher recall with 3D campaigns and added mobile content





#### Cinema Media Portfolio

TimsTV\*

**Pre-Show** 

**Show time** 



- Tremendous reach
- À la carte menu of media options

Concourse Network\*







Digital Signage

**Shopping** Centres\*







Onroute\*

Magazines





**Special Media** 

\*External Networks Sales representation managed by Cineplex Media

**Cineplex Mobile** 



#### **Digital Place-Based Media**

- Full-service, digital place-based ecosystems
- Experiential technologies
- Global footprint

#### **Revenue Streams**

- Technology Licensing
- Network Management
- Creative Services
- Advertising Sales
- Design and Installation

#### **Verticals**

- Quick Service Restaurants
- Financial
- Retail
- Digital Out of Home (Malls)







#### **Quick Service Restaurants**

#### Working with top-tier brands around the globe

















#### **Financial**

#### Canada





**United States** 







#### Retail



# **BEER** STORE





#### **Digital Out of Home**







**Oxford Properties** 

Ivanhoe Cambridge

**Morguard Investments** 

- Award-winning digital signage company
- Designs, installs, manages, supports and consults on digital merchandising networks across North America
- Cineplex reaches approximately 50% of all mall traffic in Canada











# Amusement and Leisure

Amusement Solutions • Location Based Entertainment • eSports

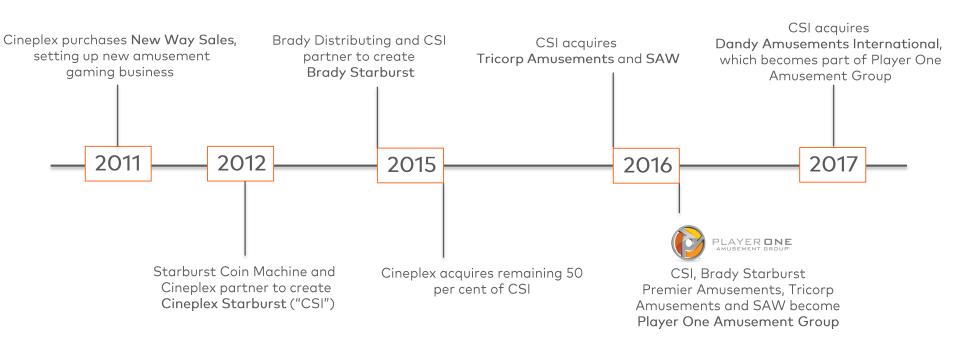
#### **Amusement Solutions**



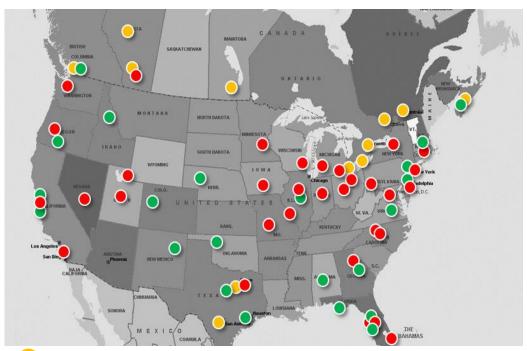
- One of the top amusement gaming companies in North America
- Supplies arcade equipment to Cineplex theatres,
   The Rec Room, other circuits and numerous entertainment venues
- LTM revenue as of June 30, 2018: \$161.3M
- B2B Amusement Solutions:
  - Route Operations
  - Distribution and Sales
  - Family Entertainment Centres (FECs)



# **Player One Amusement Group**



# Player One Amusement Group





#### **Route Business**

Cineplex provides the equipment and shares the revenue with third party operators such as theme parks and FECs

<u>Customers</u>: Cineplex, Cinemark, Regal, Walmart, AMF, Punch Bowl Social, etc.



#### **Distribution Business**

Customers purchase games through Cineplex sales and service representation of more than 70 leading game manufacturers

<u>Customers</u>: Norwegian Cruise Lines, Disney Cruise Lines, etc.



P1AG Offices

#### **XSCAPE** and FECs

- Well positioned for future growth in this area
- Own and operate Playdium Mississauga

#### XSCAPE Entertainment Centres

 Entertainment concepts in Cineplex theatres featuring the latest video and interactive games with redemption prizing

#### **FECs**

Owned and revenue-share FECs across North America





# **eSports**



Leading video gaming tournaments platform and community for competitive gamers

#### Building:

- Impressions and Engagement
- Programming
- Content
- Partnerships



The #1 player focused on the collegiate eSports segment with over 1,000 college campuses in North America

- Expanded leagues portfolio
- College teams compete and earn prize pools of scholarship funds



Canadian Championship Series (Tier 1 campaigns)

Developing secondary events channel via The Rec Room and other third party venues

Custom tournaments programming for partners and brands





# **Location Based Entertainment**







Canada's newest destination for 'Eats & Entertainment'

Amusement gaming, live entertainment and unforgettable dining experiences, all under one roof

Large attractions area, bar, auditoriumstyle space for live entertainment and casual and upscale dining

Target: Millennials and baby boomers with kids, and groups

Reimagined entertainment complexes in mid-sized communities across Canada

Indoor play, fun and fresh food and modern, technology-enhanced amenities

Affordable entertainment for everyday play, casual dining or special occasions

Target: Teens, their friends and family

Joint venture partnership to bring sports entertainment experience to Canada

Dynamic entertainment experience catering to all demographics

65,000 square feet, 12 acres of land, 3 level facility, 102 hitting bays

Target: People of all ages and skill levels, even non-golfers



## The Rec Room

#### **TARGET**

• 10-15 locations across Canada

### **NOW OPEN**

- South Edmonton Common: September 2016
  Toronto's Historic Roundhouse: June 2017
  West Edmonton Mall: August 2017
  Deerfoot City, Calgary: October 2017
  CF Masonville Place, London: April 2018

#### ANNOUNCED

- Square One, Mississauga: Q1 2019
  Avalon Mall, St. John's: Q2 2019
  Seasons of Tuxedo, Winnipeg: Q3 2019
  Brentwood, Burnaby: Q4 2019









# **Playdium**

### **TARGET**

• 10-15 locations across Canada

## **ANNOUNCED**

- Whitby, Ontario: Q2 2019
- Brampton, Ontario: Q3 2019







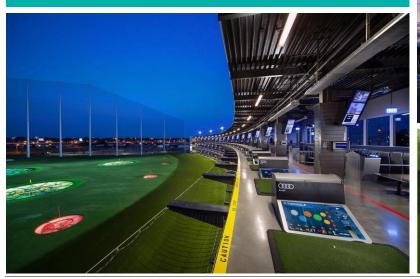
# **Topgolf Canada**

## **TARGET**

• Late 2019

## **COMING SOON**

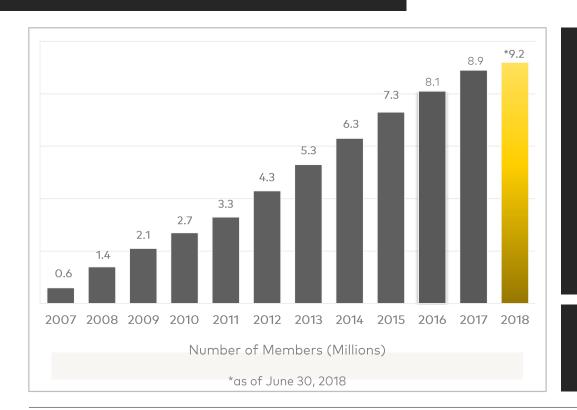
• Locations TBA







# SCENE Loyalty Program



- Canada's top loyalty program for movie lovers
- Leader in loyalty program member satisfaction in Canada
- Members are represented in 45% of Canadian households
- One in five Canadians are SCENE members



# SCENE Loyalty Program

#### **COMPETITIVE ADVANTAGE**

- Drives attendance frequency
- Encourages concession spend
- Better target offers to guests
- Cineplex Store Build awareness / promote trial
- Great opportunity for film studios and promotional partners
- Marketing automation platforms
- Valuable data and insight





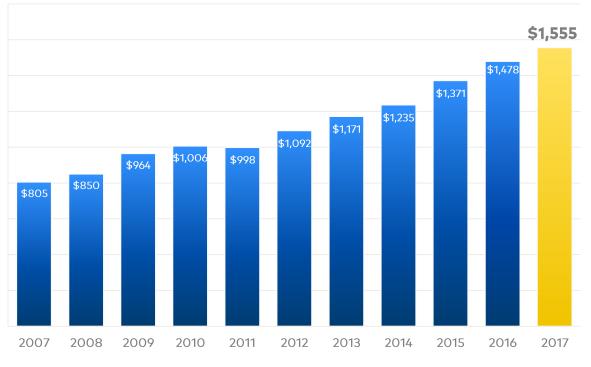


# Financial Highlights



### **TOTAL REVENUE**

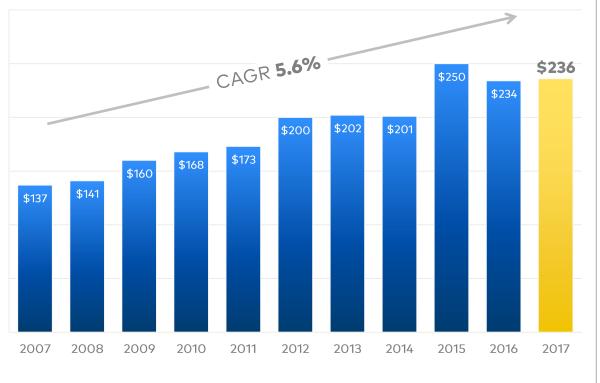
\$ MILLIONS







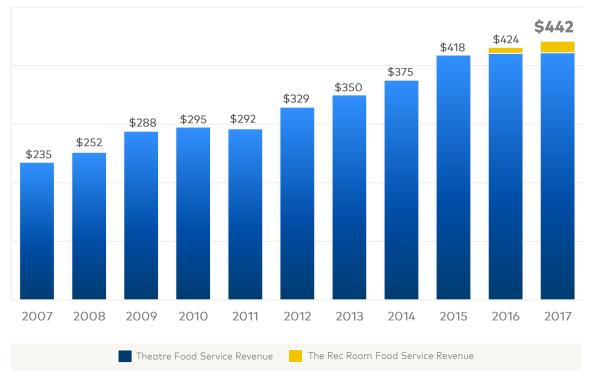
\$ MILLIONS



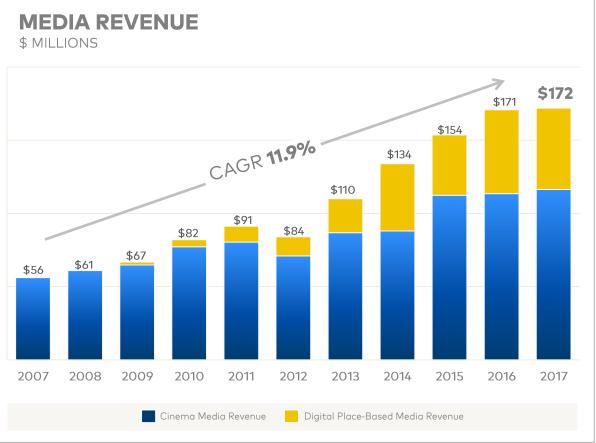


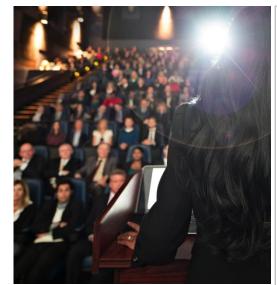
#### **TOTAL FOOD SERVICE REVENUE**

\$ MILLIONS

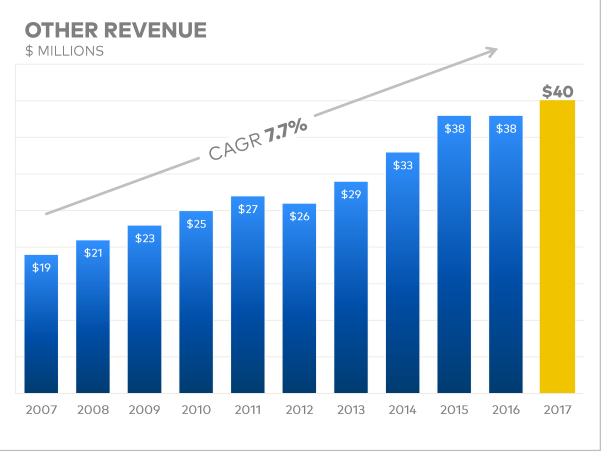












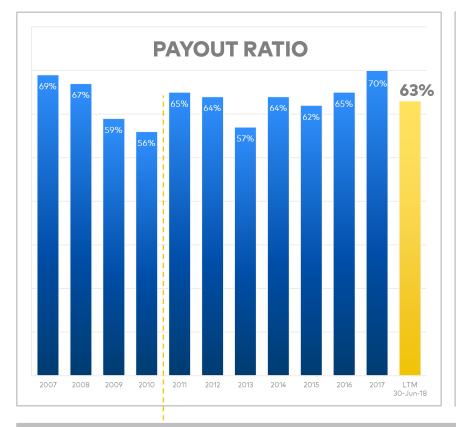
### **2018 SECOND QUARTER RESULTS**

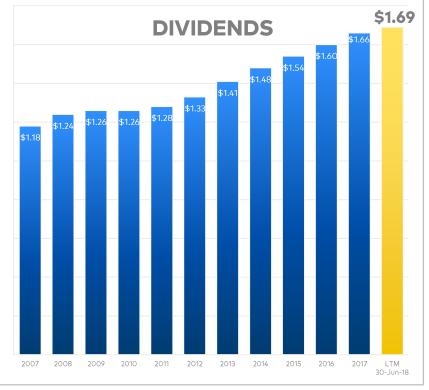
MILLIONS, EXCEPT ADJUSTED EBITDA MARGIN AND PER PATRON AMOUNTS

	Q2 YTD 2018	Q2 YTD 2017	%
Box Office	\$368.6	\$366.1	0.7%
Food Service	\$239.2	\$215.3	11.1%
Media	\$73.3	\$70.5	4.0%
Amusement*	\$98.5	\$87.1	13.1%
Other	\$20.3	\$19.3	5.0%
Total Revenue	\$799.9	\$758.3	5.5%
Adjusted EBITDA	\$121.4	\$97.5	24.5%
Adjusted EBITDA Margin	15.2%	12.9%	2.3%
Attendance	35.1	36.1	-2.8%
ВРР	\$10.51	\$10.15	3.5%
СРР	\$6.34	\$5.86	8.2%

<sup>\*</sup>Acquired the assets of Dandy Amusements in the second quarter of 2017.







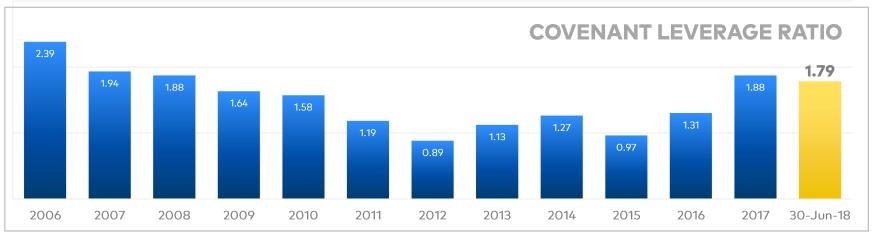
Corporate Conversion Jan. 1, 2011



### **CREDIT FACILITIES**

(MILLIONS)

	Maturity	Capacity	Drawn (as of June 30/18)	Reserved (as of June 30/18)	Remaining
Term Facility	Apr. 2021	\$150.0	\$150.0	-	_
Revolving Facility	Apr. 2021	\$475.0	\$340.0	\$8.4	\$126.6
Total		\$625.0	\$490.0	\$8.4	\$126.6



As of June 30, 2018

# Non-GAAP Financial Measures

Management of Cineplex uses certain non-GAAP financial measures to evaluate performance. These measures are either comparable to similar measures presented by other issuers or are widely used in the theatre exhibition industry. For a detailed discussion of these non-GAAP financial measures, please refer to Cineplex's management's discussion and analysis filed on www.sedar.com. Non-GAAP financial measures used in investor presentations included the following:

EBITDA	EBITDA is calculated by adding back to net income, income tax expense, depreciation, amortization and interest expense net of interest income
Adjusted EBITDA	Adjusted EBITDA excludes change in fair value of financial instrument, gain on acquisition of the business, the loss on disposal of assets, foreign exchange loss (gain), the equity income of CDCP, the non-controlling interests' share of adjusted EBITDA of WGN, and depreciation, amortization, interest and taxes of Cineplex's other joint ventures.
Adjusted Free Cash Flow	Adjusted free cash flow is calculated by adjusting cash provided by operating activities by total capital expenditures excluding growth capital expenditures net of proceeds on sale of assets, changes in operating assets and liabilities, changes in operating assets and liabilities of joint ventures, tenant inducements, change in fair value of financial instruments, principal component of finance lease obligations, share of income of joint ventures net of non-cash depreciation, non-controlling interests share of adjusted EBITDA, of WGN and net cash received from CDCP.
Attendance	Attendance is calculated as the total number of paying guests that frequent Cineplex's theatres during the period.
ВРР	Calculated as total box office revenues divided by total paid attendance for the period.
BPP excluding premium priced product	Calculated as total box office revenues for the period, less box office revenues from 3D, UltraAVX, VIP, 4DX and IMAX product divided by total paid attendance for the period less paid attendance for 3D, UltraAVX, VIP, 4DX and IMAX product.
СРР	Calculated as total theatre food service revenues divided by total paid attendance for the period.
Premium Priced Product	Defined as 3D, UltraAVX, VIP, 4DX and IMAX product.
Theatre concession margin per patron	Calculated as total theatre food service revenues less total theatre food service cost, divided by attendance for the period.
Same theatre metrics	Same theatre metrics are calculated by removing the results for all theatres that have been opened, acquired, closed or otherwise disposed of during the periods.
Film cost percentage	Calculated as total film cost expense divided by total box office revenues for the period.
Theatre concession cost percentage	Calculated as total cost of theatre food service divided by total theatre food service revenues for the period.
The Rec Room food cost percentage	Calculated as total The Rec Room food costs divided by total The Rec Room food service revenues for the period.
P1AG Adjusted EBITDA	Calculated as amusement revenues of P1AG less the total operating expenses of P1AG, which excludes foreign exchange.
Adjusted Store Level EBITDA Metrics	Calculated as total The Rec Room revenues from all locations less the total operating expenses of The Rec Room, which excludes pre-opening costs and overhead relating to the management of The Rec Room.
Store Level Margin	Calculated as adjusted store level EBITDA divided by total revenues for The Rec Room for the period.

# Thank You!