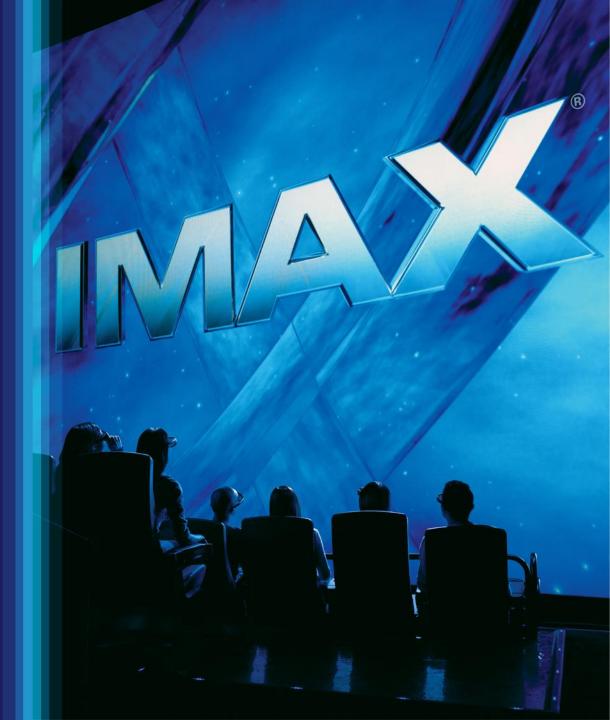


## **Investor Presentation**

1H 2016



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# IMAX

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Who We Are





Exclusive licensee of the IMAX brand in the theatre and films business in Greater China with access to global partnerships

Sole commercial platform for the release of IMAX format films in Greater China, which is the second largest and fastest growing major cinema market in the world

One of the strongest entertainment brands in Greater China <sup>(1)</sup>

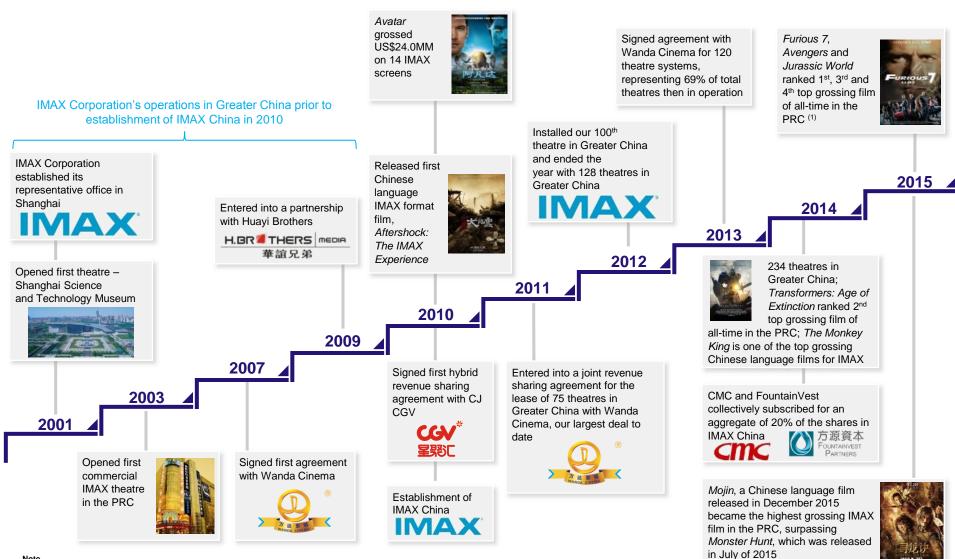


Unique cinematic experience and end-to-end cinematic solution

Largest non-conventional theatre network with highest average box office per screen in Greater China and significant ticket price premium

# Integral Part of the Greater China Film Industry with 15-year Presence

IMAX



# Unique Business Model with Strong and Successful Longterm Partnerships



IMAX

## **Complete End-to-end Cinematic Solution**

**IMAX** 



There is no one thing that makes IMAX such an immersive movie experience; it is a precise mix of several technologies, architecture and content optimization – many of them, unique to IMAX. This is called the IMAX Experience® and is the culmination of the following elements:

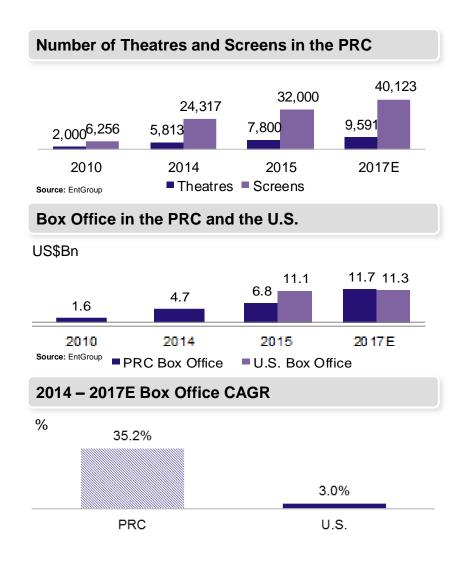
- IMAX manufactures the highestresolution cameras in the world and provides them to many of the most ambitious and accomplished filmmakers, globally
- IMAX's Digital Re-Mastering process (DMR), which enhances the image and sound of the movie
- IMAX's customized theatre design, which puts moviegoers in the action

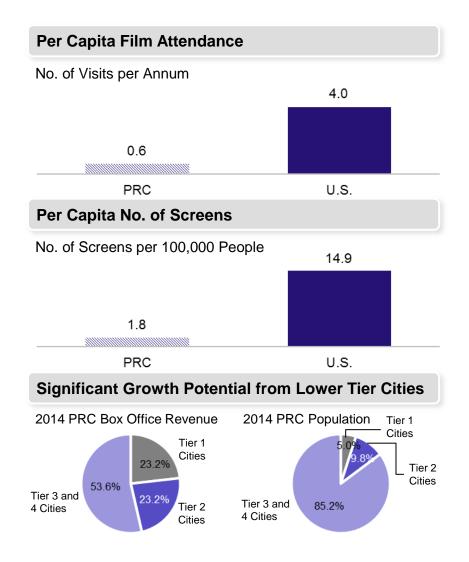
- IMAX's powerful sound system, which delivers laser-aligned sound you can feel
- IMAX's revolutionary laser and xenon projection systems, which deliver lifelike, crystal-clear images
- IMAX's Quality Assurance and globally-recognized brand which stands for the ultimate movie going experiences



# Industry Overview

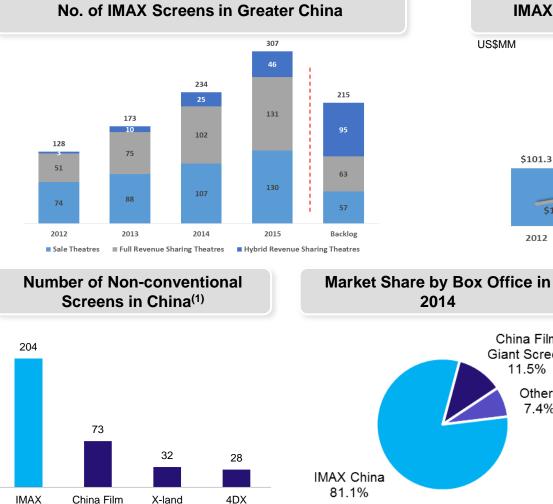
# Strong and Sustainable Growth with Significant Potential for Further Penetration...





IMAX

# **PRC Film Exhibition and the Private Label Theatre Market**



### IMAX Box Office Revenue in Greater China

China Film

Giant Screen 11.5%

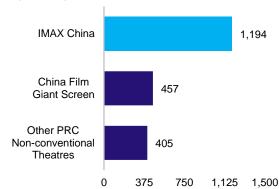
> Others<sup>(2)</sup> 7.4%



#### **Significant Premium in Per Screen Average**

IMAX

Average Box Office Revenue per Screen in 2014 (US\$000s)



Source: EntGroup Note

China

1. Data per EntGroup as of December 31, 2014

Giant Screen

2. Others include X-land and 4DX



Key Highlights

**IMAX** Films

# IMAX

IMAX plays a broad spectrum of both Hollywood and Local Language titles across its network in China.

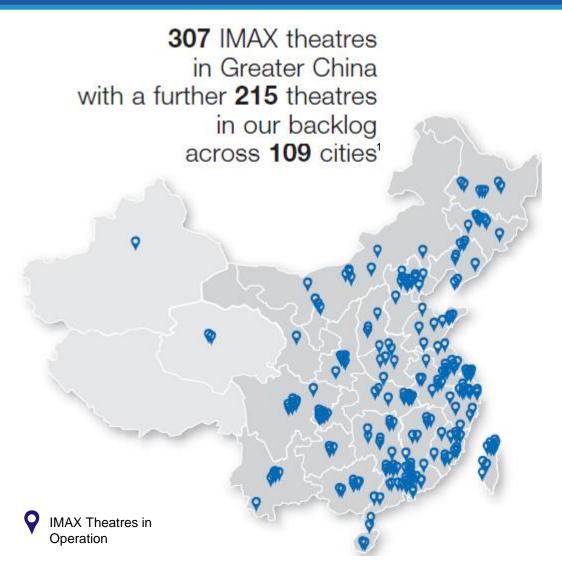
Of the top **5** Films IMAX Films in China last year, **2** were local language.

The company played **31** Films in the PRC in 2015. **23** were Hollywood and **8** were local language

#### Top Ten IMAX Films in PRC in 2015



Unparalleled Network and Backlog across Greater China Supported by Long-term Repeat Exhibitors Partnerships



With a network now spanning 109 cities in China, our footprint is quite robust. Of our 307 theatres just 40 are in Tier 1 Cities.

IMAX

Not only have we been aggressively expanding into Tier 2, Tier 3 and Tier 4 Cities over the years, but we have also been able to grow our per screen averages despite expansion into smaller cities.

# Experienced Management Team Supported by Prominent Shareholders

#### **Board of Directors**



**Prominent Shareholders** 



CMC 华人文化产业投资基金 CHINA MEDIA CAPITAL



IMAX



**Growth Strategy** 

### **Key Strategies and Goals**



Expand the IMAX Theatre Network in the PRC

Increase the Number of Revenue Sharing Arrangements with Our Exhibitor Partners

Leverage the IMAX Brand to Develop and Invest in Complementary Businesses and Establishment of a China Film Fund 3

2

4

Strengthen Our Cooperation with PRC Studios and Filmmakers

5

1

Continue to Invest in the IMAX Brand in Greater China

Maintain our Position as the Provider of Leading Cinema Technology

**IMAX**<sup>°</sup>



**Financial Highlights** 

# **2015 Financial Highlights**

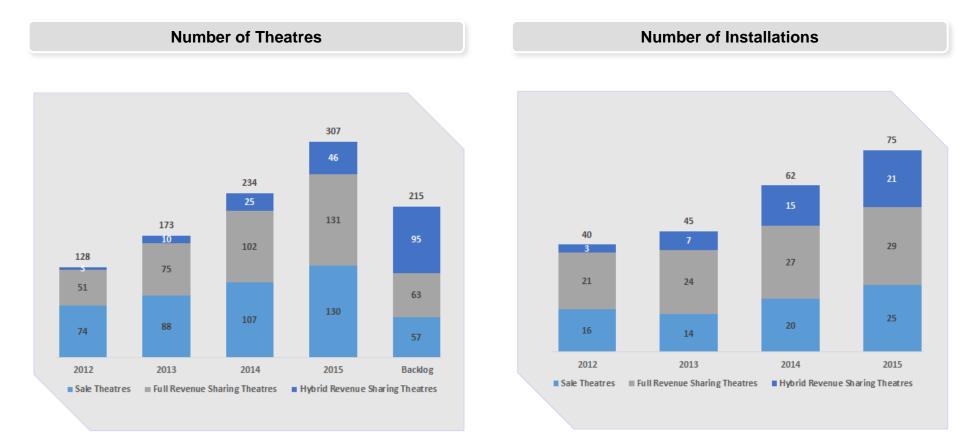
> 2015 Greater China box office reached \$312.4 million, a 53.8% increase over 2014

IMA

- Annual per screen averages (PSAs) in Greater China grew to \$1.34 million, a 10% increase over the prior year
- Total revenues grew 41.4% to \$110.6 million, as a result of record box office and theatre system installations
- Gross profit for 2015 was \$72.3 million, which resulted in a gross margin of 65.4%, up from 59.4% in the prior year
- Adjusted EBITDA of \$64.8 million grew 58.5% year-over-year, resulting in EBITDA margins of 58.6%, up from 52.2% in the prior year
- 2015 adjusted profit grew 66.9% year-over-year to \$43.4 million, resulting in adjusted profit margins of 39.2%
- Installed a record 75 new installations in 2015, bringing total network to 307 theatres. Of these installations, 25 were sales-type arrangements, 29 were full revenue-sharing arrangements and 21 were hybrid revenue-sharing arrangements
- Signed contracts for 74 theatres in 2015, bringing backlog to 215 systems
- Received \$57.0 million in net proceeds from initial public offering on Oct. 8, 2015, resulting in cash balance of \$90.7 million as of Dec. 31, 2015

# **Rapid Network Expansion**

IMAX



The Company has seen rapid network growth over the past several years. Despite this, IMAX China has been able to not only maintain Per Screen Averages, but grow them.

## **Robust Revenue Growth**

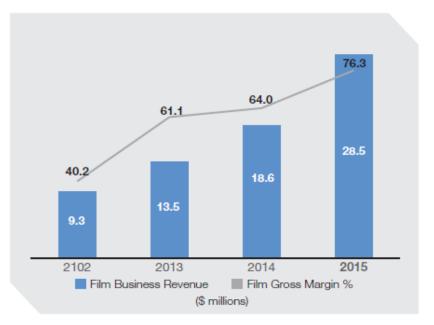
61.6 55.2 56.5 58.0 82.1 59.6 82.1 59.6 59.6 0 2012 2013 2014 2015 Comparence of the series of the s

**Theatre Business Revenue** 

Our theatre business involves the design, procurement and provision of premium digital theatre systems at our exhibitor partners' movie theatres, as well as the provision of related project management and ongoing maintenance services.

20

**Film Business Revenue** 

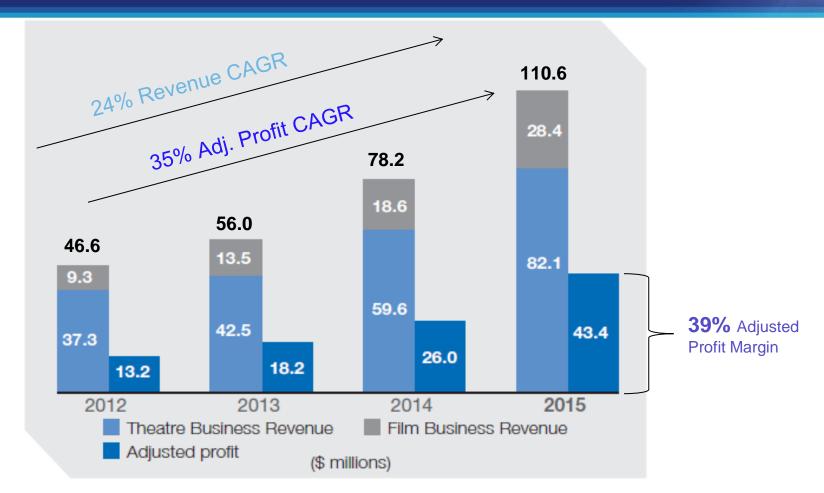


Our films business involves the digital re-mastering of Hollywood and Chinese language films into the IMAX format through a proprietary IMAX DMR conversion process and the exhibition of these films on the IMAX theatre network in Greater China.



# **Expanding Margins and Operating Leverage**

IMAX



The Company has witnessed expanding margins as a result of a growing network coupled with robust box office performance and a relatively fixed-cost business model.

