

#### Forward-Looking Statements

This presentation contains various forward-looking statements that reflect management's current expectations or beliefs regarding future events, including statements providing guidance and projections for the full year 2019. Investors are cautioned that reliance on these forward-looking statements involves risks and uncertainties. Although the Company believes that the assumptions used in the forward-looking statements are reasonable, any of these assumptions could prove to be inaccurate and, as a result, actual results could differ materially from those expressed or implied in the forward-looking statements. The factors that could cause actual results to differ materially from those expressed or implied in the forward-looking statements are, among others, 1) level of theater attendance or viewership of the Noovie pre-show; 2) increased competition for advertising expenditures; 3) changes to relationships with NCM LLC's founding members: 4) inability to implement or achieve new revenue opportunities: 5) technological changes and innovations: 6) economic conditions, including the level of expenditures on cinema advertising; 7) our ability to renew or replace expiring advertising and content contracts; 8) our need for additional funding, risks and uncertainties relating to our significant indebtedness; 9) reinvestment in our network and product offerings may require significant funding and resulting reallocation of resources; 10) fluctuations in operating costs; and 11) changes in interest rates. In addition, the outlook provided does not include the impact of any future unusual or infrequent transactions; sales and acquisitions of operating assets and investments; any future non-cash impairments of intangible and fixed assets; amounts related to litigation or the related impact of taxes that may occur from time to time due to management decisions and changing business circumstances. The Company is currently unable to forecast precisely the timing and/or magnitude of any such amounts or events. Please refer to the Company's Securities and Exchange Commission filings, including the "Risk Factor" section of the Company's Annual Report on Form 10-K for the vear ended December 27, 2018, for further information about these and other risks. Investors are cautioned not to place undue reliance on any such forwardlooking statements, which speak only as of the date they are made. The Company undertakes no obligation to update any forward-looking statement, whether as a result, of new information, future events or otherwise, except as required by law.

In addition, the pro forma information provided in this presentation is included for informational purposes only and does not purport to reflect the results of operations or financial position of the Company or National CineMedia, LLC ("NCM LLC") that would have occurred had the particular transactions become effective on the dates specified.

This presentation contains references to Non-GAAP financial measures including Adjusted OIBDA (Operating Income Before Depreciation and Amortization and excluding share based payment costs, merger-related costs, CEO transition costs, early lease termination expense and Fathom operating income). A reconciliation of these measures is available in the Appendix to this presentation and on the investor page of the Company's website at www.ncm.com.





#### **NCM Snapshot**

National CineMedia operates the largest cinema advertising network reaching movie audiences in North America.



#### A progressive, integrated media company.

- · On-screen advertising
- Lobby advertising
- Cinema Accelerator
- Digital platforms
  - Commerce
  - Content
  - Gaming





### **Investment Highlights**

- A trusted, mass reach, multi-platform media solution for advertisers
- Large addressable market opportunity 750 million+ tickets sold in 2018
  - Cinema advertising represents 0.4% of overall U.S. ad spend
  - Expanding network coverage and national reach
  - Growing digital opportunity
- Long-term, 18-year commitment with the three largest exhibitors in the U.S.
- High margin business model
- · Tax advantaged and strong dividend yield



# Share of US Cinema Attendance Viewing Ads

# THE POWER OF NCM

Total Audience	750+ Million
Audience Share	63%
Opening Weekend Box Office Share	73%
Total Theaters	1,722
Total Screens	21,045
Screens-Per-Theater	12.2









Top 50 DMAs





#### Founding Members:







#### Affiliates:

- Atrium Stadium Cinemas
- Select B&B Theatres
- **Bow Tie Cinemas**
- Cinergy
- Cinetopia
- Coming Attractions Theatres
- Fairchild Cinemas
- Far Away Entertainment
- Fountain Stone
- Fox Theatres
- **Galaxy Theatres**
- Georgia Theatre Company
- Golden Star Theatres
- Golden Ticket Cinemas
- **Goodrich Quality Theatres**
- High Sierra Theatres
- Infinity Theaters
- Kerasotes ICON Theatres
- L.A. Live
- Larry H. Miller/Megaplex Theatres

- Legacy
- Loeks / Celebration! Cinemas
- Main Street Theatres
- Marquee Cinemas
- MCIC. Inc
- Metropolitan Theatres
- Misty Fairchild Theatre
- MJR Digital Cinemas
- Moviescoop
- Movie Tavern by Marcus
- Moviehouse & Eatery
- **Odyssey Theatres**
- O'Neil Cinemas
- **Peak Cinemas**
- Pecan Pie Productions
- Picture Show Theatres
- R/C Theatres
- Reel Lux Cinemas
- Rosecrest Entertainment
- Santikos Theatres

- Shelbvville Theatres
- ShowBiz Cinemas
- Sonora Entertainment Group / Cinema Latino
- Southeast Cinemas / Ayrsley
- Southern Theatres
- Star Cinema Grill
- Texas Cinemas/EVO Entertainment
- The Palace at Bergenfield
- United Entertainment Corporation
- Venue Cinemas
- West Mall Theatres, Inc.
- White Mountain Entertainment Theatres
- Xscape / Alliance Management

#### **Expanding** Theater Network

- NCM network anchored by agreements with 3 largest U.S. theater circuits (Founding Members) with remaining terms of ~18 years.
- NCM Founding Member and existing Affiliate acquisitions / new builds and new Affiliate circuit additions fuel network growth
- Exclusive agreements with 50+ Network Affiliates that grew from 954 screens in 2006 to ~4.200 screens in Q1 2019 to broaden NCM's national coverage<sup>(1)</sup>



Regal, a subsidiary of the Cineworld Group.

NCM total affiliate attendance approximately 17% of YTD 2019 attendance



#### **NCM Movie Audiences**

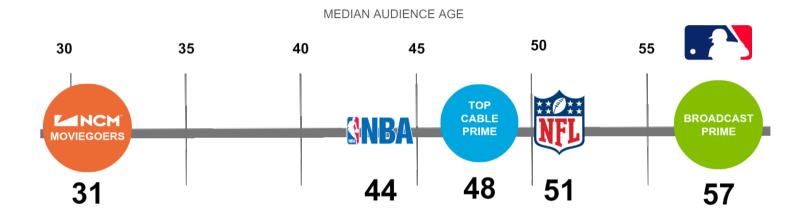
National CineMedia operates the largest cinema advertising network reaching movie audiences in North America

# 750 MILLION+ ANNUAL ATTENDEES





## NCM MOVIE AUDIENCES



ELUSIVE

YOUNGER

AMERICA'S MOVIE NETWORK





Star Wars: Episode IX

<b>MOVIEGOING</b>
FREQUENCY

HISPANICS/ LATINOS

AFRICAN-AMERICANS AMERICANS

ASIAN

1+ TIMES/MONTH

143

119

104

1+ TIMES/WEEK

2-3 TIMES/MONTH

153

113

105

CONNECT WITH A

# MULTI-**CULTURAL**\*

**AUDIENCE** 

GfK MRI Spring [2018]: Base=A18-49: Hispanic = Hispanic or Spanish Origin or Descent, 100 Index= US Pop



# NCM MOVIEGOERS ARE AFFLUENT THEY HAVE HIGHER HOUSEHOLD INCOMES:



NCM Moviegoers

\$91,700

Index to US Pop

133

NCM NATIONAL CINEMEDIA

#### **NCM Movie Audiences**



Movie audiences are affluent – they are 33% wealthier than the average American.



# 2018 NCM Movie Audiences





# NCM ATTRIBUTION STUDIES: **DELIVER A HIGHLY MEASURABLE ROI**





### TELCO RETAILER FOURSQUARE Q3 2018

(LIFT IN STORE VISITS)



### CABLE PROGRAM TUNE-IN\* PLACEIO & COMSCORE O3 2018

(LIFT IN INTENT TO VIEW) \*Statistically Significant



HOLIDAY RETAILER SESSION M Q4 2017

(LIFT IN STORE VISITS)



BURGER QSR SESSION M Q2 2016

(LIFT IN STORE VISITS)

Godzilla vs. Kor

Source (Detailed Study): Placed October 2016.

Differences are statistically significant at the 99% confidence level. Based on P18+

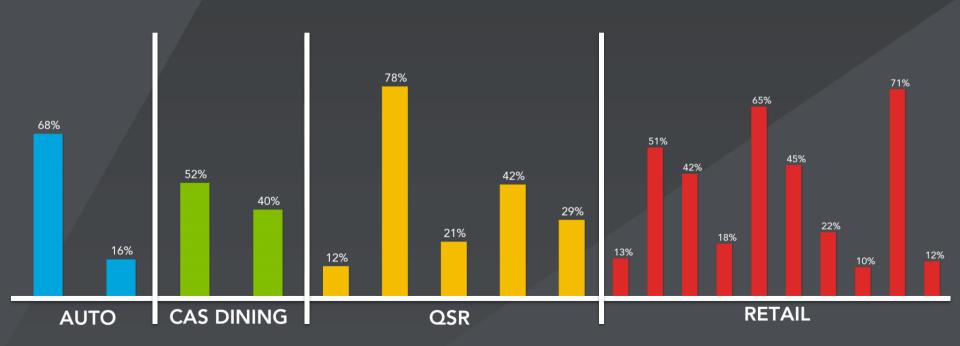


# ATTRIBUTION OUTCOMES



**EVERY STUDY HAS RESULTED IN LIFT TO CLIENT LOCATIONS** 











- Noovie is a trademarked NCM brand and premium video platform developed to connect brands with movie audiences.
- At its core, Noovie is NCM's pre-show that audiences will experience before the movie.
- Noovie gives movie audiences a reason to arrive at the theater early to discover what's next, with exclusive entertainment content, in-theater gaming, and engaging advertising from national, regional and local brands.



Content is a key part of *Noovie*, and NCM programs a special early content segment that gives audiences a look at "What's *Noovie*" in their world, including:







Aladdin

Lion King

Toy Story 4



Exclusive behind-the-scenes footage, interviews, and more in partnership with The Walt Disney Studios.

### Advertising Adjacent to High Quality Event Programming

















- But *Noovie* stretches beyond the theater it's also an integrated digital ecosystem delivering entertaining content, commerce, and gaming to movie audiences wherever they are.
- Noovie Digital owned-and operated properties go beyond the big screen and allow people to continue to engage with NCM and our advertising partners throughout their entire movie-going journey, creating multiple touchpoints with movie audiences..
- Evolution of building the digital ecosystem:

**Build Products** 



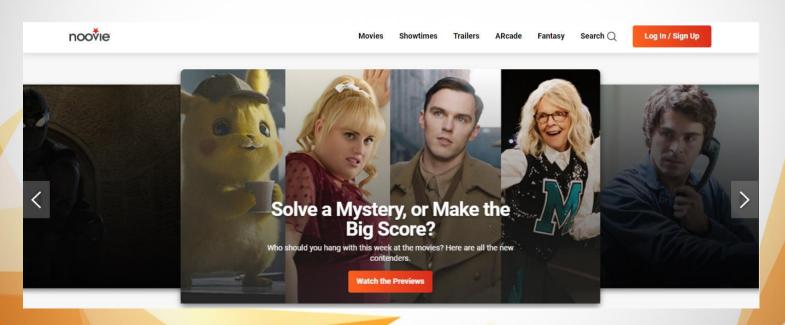
**Build Audience** 



**Build Revenue** 



*Noovie.com* is NCM's new (still in Beta) go-to digital destination for all things movies, including trailers, showtimes, tickets, and more.





*Noovie* also incorporates movie-related digital and mobile gaming to enhance engagement on the big screen, on *noovie.com* and beyond, including:

#### noovie arcade

The revolutionary companion app for the *Noovie* preshow that brings Augmented Reality (AR) gaming to the big screen.

#### noovie trivia



Shuffle, Noovie's new movie trivia game that movie fans can play anytime, anywhere.

#### Fantasy MOVIE League

A fantasy game that combines the fierce competition of fantasy sports with the popular world of movies.

# 

The next generation of movie trivia with fun new ways to play, both in theaters and on social media.



NCM's Cinema Accelerator digital product helps advertisers reach movie audiences at every point along their movie-going journey.

#### **IDENTIFY**



NCM O&O Properties (Noovie ARcade, Noovie.com, FML)



Verve Geo-Fence Theater Location



Identified in-theater through Beacon



NCM Behind the Screens Panel





### DELIVER MESSAGING TO NCM'S MOVIE AUDIENCE CROSS PLATFORM



- A18+
- Love Action/Adventure Films
- Tech-savvy, heavy social media users
- In the market for a new car

# CONNECTING BRANDS TO MOVIE AUDIENCES EVERYWHERE







BIG SCREEN

noovie

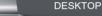
TABLET







MOBILE



### NCM Digital Properties Drive First-Party Data

- Great, movie-related digital ad inventory
- NCM-exclusive first-party data to fuel NCM's Data Management Platform (DMP) and Cinema Accelerator – leading to even better targeting, measurability and ROI for ad campaigns.









# AND ACTIVATION SOLUTION



1

IN-CINEMA CREATES AWARENESS



Upper funnel. Big branding impact. Reach moviegoers with a larger-than-life impression. Deliver high brand recall and purchase intent.

2

CINEMA ACCELERATOR REACHES
THE MOVIE AUDIENCE



Increase brand exposure and consideration with direct 1:1 video and display ad targeting capabilities in a brand safe environment.

3

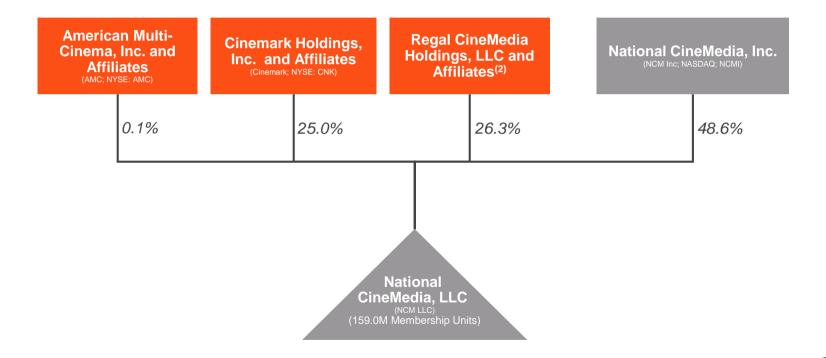
**DRIVES ACTIVATION** 

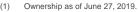


**Drive purchase intent** by leading target moviegoers down the purchase funnel through NCM's multi-touch solution. Measure campaign success through a multitude of performance metrics and studies available.



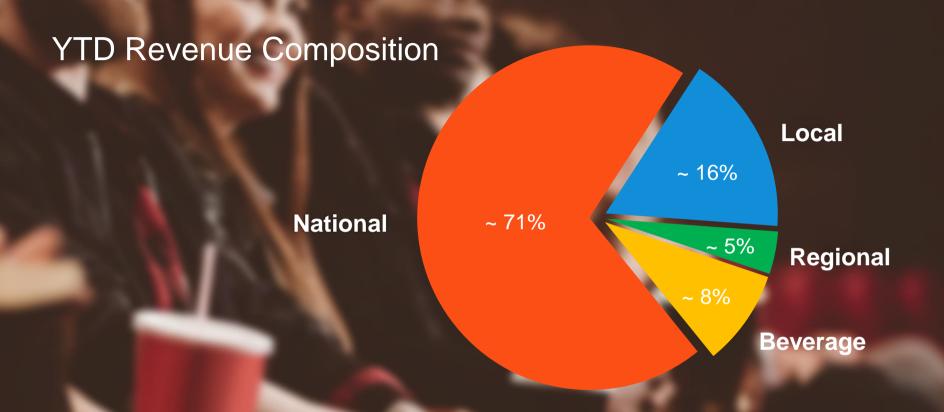
### Ownership and Corporate Structure<sup>(1)</sup>





Subsidiary of Cineworld Group plc (LSE: CINE.L)





#### This is the new

## Noovie!

11 National 30-Second Units - Standard Show
(Ability to Add Additional Units Depending on Demand

14 Local / Regional 15-Second Units

#### NEW MODEL WITH REVISED CINEMARK AND REGAL FORMAT CHANGE



### Post Showtime Deal Highlights

- Post showtime agreement with <u>Regal and Cinemark</u> is the most strategically significant change in the business since its launch in 2003.
- Founding Members Regal and Cinemark demonstrate their strong commitment to NCM by <u>extending the term of their ESA by four years to</u> <u>2041</u> in addition to their 2018 investment of \$156.8M to acquire LLC Units from AMC.
- <u>Up to six minutes</u> of national advertising inventory will be shifted <u>to</u> after the advertised movie showtime.
- Regal and Cinemark ESA amendment will affect approximately 385 million annual attendees or 55% of the NCM network.
- AMC will be offered same deal through the Most Favored Nations requirement in the current ESA.
- We expect many Network Affiliates to allow the post showtime shift once they are offered the opportunity to participate.







#### Post Showtime Deal Highlights

In addition to the National inventory shift, the Local and Regional inventory is expected to become more valuable as it is shifted closer to the advertised showtime in Regal and Cinemark theatres.

This change in pre-feature format is expected to make an already premium video platform meaningfully more attractive to advertisers as it is expected to strengthen the value proposition of cinema advertising to clients.



#### Post Showtime Deal Highlights

Three national inventory segments will improve our national product as it will allow more flexible pricing with three different price points and the ability to package the three different segments to national clients:

- 1. Segment just prior to the advertised showtime.
- 2. Segment just after the advertised showtime with trailer lighting.
- 3. A Platinum Spot embedded deeply in the trailers running just prior to the one or two trailers attached to the feature film.
- This new format along with the circuit's expanding dine-in strategy is expected to help mitigate the future reserved seating impact.



June 2019



# Post Showtime Financial Highlights

- Expected increase in revenue and Adjusted OIBDA relates primarily to an increase in CPMs vs historical pre-showtime CPMs:
  - Average National CPM expected to increase <u>as high as mid</u> <u>single digits</u> (excluding the Platinum spot).
  - 2. Platinum Spot CPM expected to increase <u>more than 50%</u> versus historical national pre-showtime CPMs.
- Expected growth in utilization over time driven by scarcity of post showtime inventory.
- Beverage CPM <u>increase 2%</u> annually for 2020 fiscal year and after in Regal and Cinemark Theatres.



Spider-Man: Far From Home June 2019

### Post Showtime Financial Highlights

- Additional theatre access fee per patron paid to Regal and Cinemark:
  - 1. \$0.025 per patron beginning November 2019;
  - 2. \$0.0375 per patron beginning November 2020;
  - 3. \$0.05 per patron beginning November 2021;
  - 4. Increasing 4% to \$0.052 November 2022;
  - 5. An 8% increase in 2027 and every five years thereafter.

 Platinum revenue share of 25% paid to Regal and Cinemark on Platinum Spot revenue.



11 National 30-Second Units - Standard Show (Ability to Add Additional Units Depending on Demand)

#### 14 Local / Regional 15-Second Units

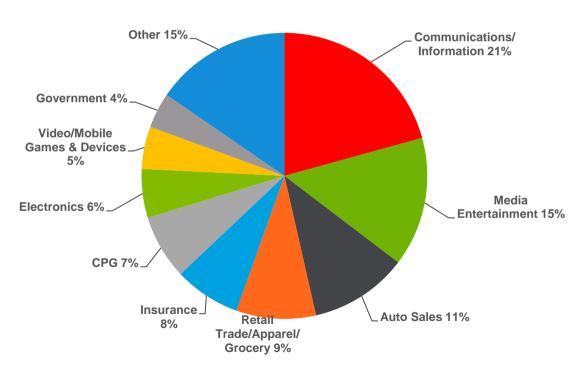
**SEGMENT 4 SEGMENT 3 SEGMENT 2** SEGMENT 1 noovie arcade noovie **BEGIN TRAILERS** amazon **TUI'neI'** National impression "ratings" higher in Segment 1

Approximately 45% of impressions run without Post Showtime



# Expanding and Diversifying National Client Base

#### **2018 National Ad Revenue by Category**(1)



Added 42 new national brands in 2018.

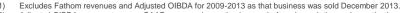


### Financial Performance



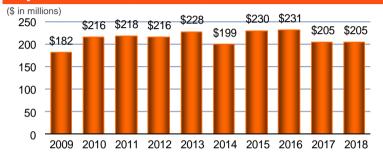




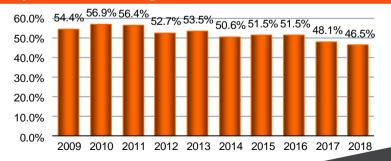


<sup>(2)</sup> Adjusted OIBDA represents a non-GAAP measure (operating income before depreciation and amortization and excluding share based payment costs, merger-related costs, CEO transition costs and Fathom operating income.) See reconciliation to the comparable GAAP measure in the Appendix of this presentation.

#### Adjusted OIBDA (excludes Fathom) (1)(2)

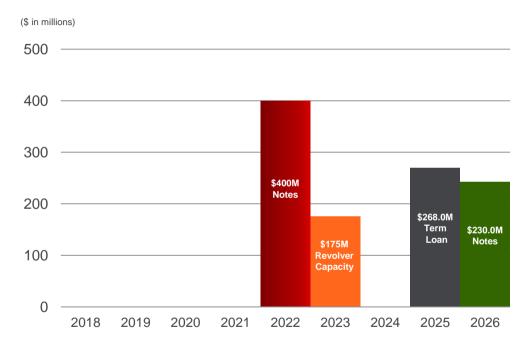


#### Adjusted OIBDA Margin (excludes Fathom) (1)(2)





### Diversified Debt Structure (NCM LLC)



#### **Capital Structure**

- \$175M Sr. Secured Revolver Capacity due 2023<sup>(1)</sup>
- \$268.0M Sr. Secured Term Loan due 2025(1)(2)
- \$400M 6.00% Sr. Secured Notes Due 2022
- \$230.0M 5.75% Sr. Unsecured Notes Due 2026<sup>(3)</sup>
- Average Debt ~68% Fixed
- Credit Rating: B1 / B+

#### Q1 2019 Leverage<sup>(4)</sup>

- Sr. Secured Leverage 3.1x
  - Maintenance Covenant 4.5x
- Total Leverage 4.2x
  - Maintenance Covenant 6.25
- 2018 Total Cash Interest Coverage<sup>(5)</sup> 4.0x
  - No Covenant



<sup>(1)</sup> The revolving credit facility and term loan will mature on June 20, 2023 and June 20, 2025, respectively, contingent upon the refinancing of NCM LLC's Notes due 2022 on our prior to October 30, 2021. If the Notes due 2022 are not refinanced on or prior to October 30, 2021, then the revolving credit facility and term loan will instead mature on December 30, 2021.

<sup>(2)</sup> The term loan amortizes at a rate equal to 1.00% annually, to be paid in equal quarterly installments. As of June 27, 2019, the Company has paid principal of \$2.0 million, reducing the outstanding balance to \$268.0 million.

<sup>3)</sup> During Q1 2019, the Company repurchased and canceled a total of \$5.0 million of the Notes due 2026, reducing the principal amount to \$230.0 million as of June 27, 2019.

<sup>(4)</sup> Leverage defined as Net Debt/(LTM Adjusted OIBDA plus Founding Member Integration Payments).

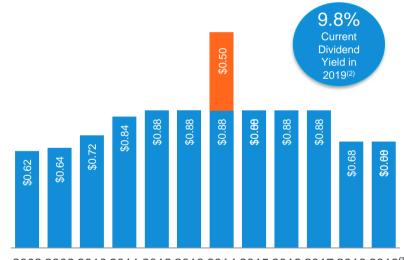
<sup>(5)</sup> Defined as Adjusted EBITDA/Cash Interest Expense.

## Strong Cash Flow and Stable, Tax Advantaged Dividend

#### **Strong Cash Flow**

- Average Adjusted OIBDA margins<sup>(1)</sup>: ~49%
- Capital Expenditures: ~3% of revenue
- Cash Interest Expense: ~\$54M Annually

#### **Dividends Paid Per Share**



2008 2009 2010 2011 2012 2013 2014 2015 2016 2017 2018 2019<sup>(2)</sup>



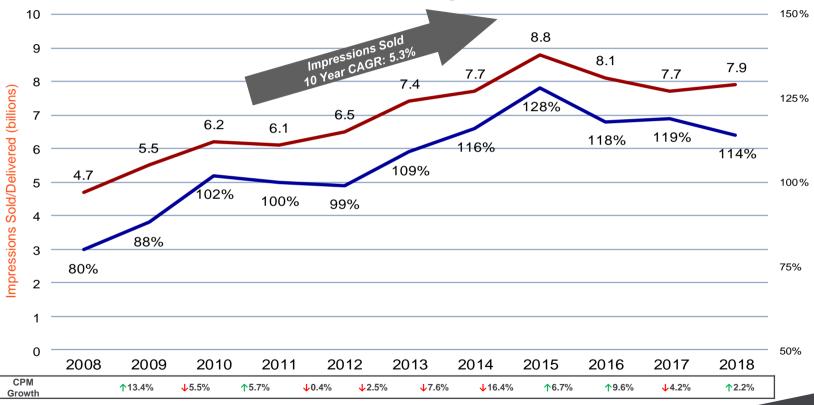
<sup>(1)</sup> Represents a non-GAAP measure as Adjusted OIBDA/Revenue, calculated as an average of 2016, 2017 and 2018.

<sup>(2)</sup> Annual amount based on NCMI paying \$0.17 per share in first two quarters of 2019. Stock price of \$6.92 as of August 5, 2019.





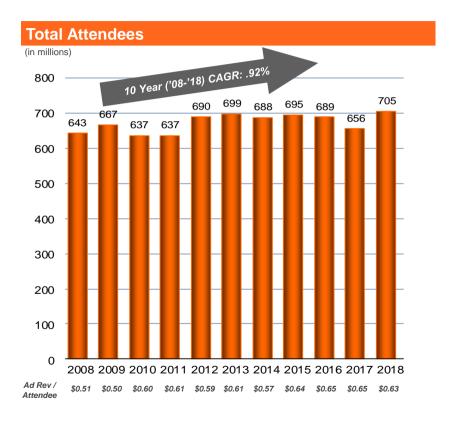
## National On-Screen Advertising Drivers

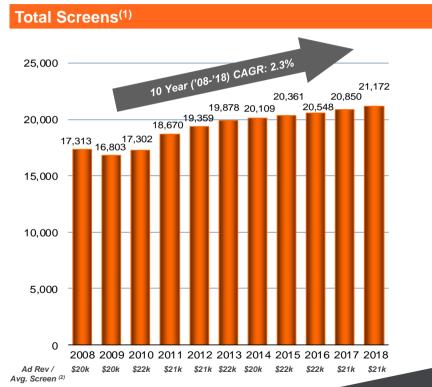




Utilization

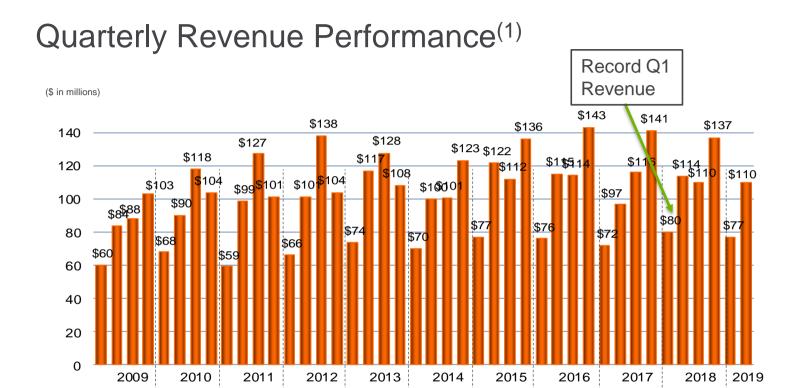
### **Annual Network Growth**





<sup>(1)</sup> Screen counts as of period end.

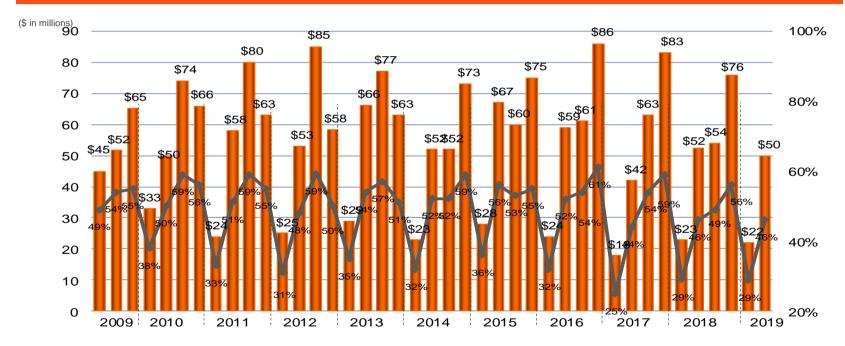
<sup>(2)</sup> Revenue / Screen calculations based on average screen count for each fiscal year.





## Quarterly Adjusted OIBDA Performance (1)(2)

### **Adjusted OIBDA and Adjusted OIBDA Margin**



<sup>(1)</sup> Includes the Fathom business that was sold December 2013..



Represents a non-GAAP measure. See annual reconciliation to the comparable GAAP measure on slide 44 and the Financial Information – GAAP Reconciliations section of the Company's investor page at investor.ncm.com.

### Non-GAAP Reconciliations

### Operating Income to Adjusted OIBDA and Adjusted OIBDA Margin

(\$ in millions) (unaudited)

	Q2 2019			Q2 2018		YTD 2019		YTD 2018	
Operating income	\$	37.8	\$	40.2	\$	48.7	\$	51.2	
Depreciation expense		3.2		3.0		6.5		5.9	
Amortization expense (1)		_		7.0		_		13.6	
Amortization of intangibles recorded for network theater screen leases $(I)$		7.0		_		13.9		_	
Share-based compensation costs (2)		2.1		2.1		2.9		4.9	
CEO transition costs		0.1		_		0.3		_	
Adjusted OIBDA	\$	50.2	\$	52.3	\$	72.3	\$	75.6	
Total revenue	\$	110.2	\$	113.7	\$	187.1	\$	193.9	
Adjusted OIBDA margin		45.6%	ó	46.0%	ó	38.6%	Ó	39.0%	



<sup>(1)</sup> Following the adoption of ASC 842 – Leases, amortization of intangible assets related to the common unit adjustments and upfront payments from affiliates for network screens are considered a form of lease expense and have been reclassified to this account as of the adoption date, December 28, 2018. The Company adopted ASC 842 prospectively and thus, prior period balances remain within amortization expense.

<sup>(2)</sup> Share-based compensation costs are included in network operations, selling and marketing and administrative expense.

# **Experienced Management Team**

Name	Title	Age	Previous Experience		
Thomas F. Lesinski	Chief Executive Officer	59	<ul><li>CEO since August 2019</li><li>CEO and Board Director, Sonar Entertainment</li><li>Founder and CEO, Energi Entertainment</li></ul>		
Katherine L. Scherping	Chief Financial Officer	59	<ul> <li>CFO since August 2016</li> <li>CFO, Quiznos</li> <li>CFO, Red Robin Gourmet Burgers</li> <li>CFO, Tanning Technology Corporation</li> </ul>		
Clifford E. Marks	President of Sales and Chief Marketing Officer	57	<ul> <li>President, Sales and Marketing, Regal CineMedia (since formation in 2002)</li> <li>Senior VP, ESPN / ABC Sports</li> </ul>		
Sarah K. Hilty	Senior VP General Counsel	48	<ul> <li>SVP, General Counsel and Secretary since February 2018</li> <li>Deputy General Counsel-Corporate, CH2M Hill</li> <li>Partner, Hogan &amp; Hartson, LLP</li> </ul>		
Scott D. Felenstein	Chief Revenue Officer	51	<ul> <li>CRO since April 2017</li> <li>EVP, National Advertising Sales, Discovery Communications</li> <li>Senior VP, Discovery Channel / Science Channel / American Heroes Channel / Velocity</li> </ul>		

The NCM team has a diverse mix of sales, media and technical expertise.

