

# 2018 Guidance

As of October 25, 2018

### **Forward-Looking Statements**

This presentation contains forward looking statements that are based on IMAX management's assumptions and existing information and involve certain risks and uncertainties which could cause actual results to differ materially from future results expressed or implied by such forward looking statements. Important factors that could affect these statements include, but are not limited to, references to future capital expenditures (including the amount and nature thereof), business and technology strategies and measures to implement strategies, competitive strengths, goals, expansion and growth of business, operations and technology, plans and references to the future success of IMAX Corporation together with its consolidated subsidiaries (the "Company") and expectations regarding the Company's future operating, financial and technological results. These forwardlooking statements are based on certain assumptions and analyses made by the Company in light of its experience and its perception of historical trends, current conditions and expected future developments, as well as other factors it believes are appropriate in the circumstances. However, whether actual results and developments will conform with the expectations and predictions of the Company is subject to a number of risks and uncertainties, including, but not limited to, risks associated with investments and operations in foreign jurisdictions and any future international expansion, including those related to economic, political and regulatory policies of local governments and laws and policies of the United States and Canada; risks related to the *Company's growth and operations in China; the performance of IMAX DMR films; the signing of theater system agreements;* conditions, changes and developments in the commercial exhibition industry; risks related to currency fluctuations; the potential impact of increased competition in the markets within which the Company operates; competitive actions by other companies; the failure to respond to change and advancements in digital technology; risks relating to recent consolidation among commercial exhibitors and studios; risks related to new business initiatives; conditions in the in-home and out-of-home entertainment industries; the opportunities (or lack thereof) that may be presented to and pursued by the Company; risks related to cybersecurity; risks related to the Company's inability to protect the Company's intellectual property; general economic, market or business conditions; the failure to convert theater system backlog into revenue; changes in laws or regulations; the failure to fully realize the projected cost savings and benefits from the Company's restructuring initiative; and other factors, many of which are beyond the control of the Company. These factors, other risks and uncertainties and financial details are discussed in IMAX's most recent Annual Report on Form 10-K and Quarterly Reports on Form 10-Q.

## IMAX Guidance as of October 25 2018\*

#### **Core Business**

 Now expect DMR cost of goods to fall in the \$37M – \$38M range (previously \$38M – \$40M)

#### **New Initiatives**

 Now expect full year <u>pre-tax</u> impact from new business of \$4.0M - \$5.0M (previously \$4.5M - \$5.5M).

#### Consolidated

- Expect total operating expenses (R&D plus SG&A, ex stock based compensation) to be approximately flat vs. 2017
- Expect full year 2018 stock based compensation of \$22.5M
- Expect 2018 effective tax rate of 24%

#### Installations

- Expect to install approximately 155 new theatre systems in 2018
  - Approximately 55 sales and sales-type lease theatres
  - Approximately 75 traditional joint revenue sharing theatres
  - Approximately 25 hybrid revenue sharing theatres
- In addition to new installations, the Company anticipates upgrading approximately 25 traditional joint revenue sharing theatres to IMAX with Laser in 2018
- Expect to install 73 new theatre systems in Q4 of 2018
  - Approximately 21 sales and sales-type lease theatres
  - Approximately 41 traditional joint revenue sharing theatres
  - Approximately 11 hybrid revenue sharing theatres

\*The forward-looking statements herein are made as of October 25, 2018. The Company undertakes no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise.