

## Third Quarter 2020 Earnings Release

Mexico City, October 27, 2020 – Corporación Interamericana de Entretenimiento, S.A.B. de C.V. ("CIE," the "Company" or the "Group") (BMV: CIE) announced its financial results for the third quarter of 2020, prepared according to International Financial Reporting Standards ("IFRS").

- > The COVID-19 pandemic has temporarily and materially impacted the Group's operations during the first, second and third quarters. It is currently difficult to predict the magnitude of the impact.
- In compliance with the measures to contend with the COVID-19 coronavirus pandemic as defined by the Federal Government and local authorities in Mexico City and several states in the country, the Company suspended its live events, corporate and special events since March 15, 2020. On October 3, the authorities in Colombia authorized the opening of the El Salitre amusement parks.
- To date, 19 states in Mexico are at level orange (high risk), 11 states are at level yellow (moderate risk), one state is on red alert (very high risk), and one state is at level green (low risk), thus representing the traffic light color system related to the severity of the pandemic according to the health authorities criteria, therefore non-essential activities in the country remain suspended, which is the case of most of the Group's businesses. Based on these circumstances, the Company continues to be unable to hold both live, special and corporate events.
- As a result of the pandemic implications, the Company entered into a general process of reducing costs and expenses all across its divisions.
  - During the third quarter of the year, consolidated revenues were Ps.393, which is 82% lower than the number recorded in the same period of the prior year of Ps.2,180.
- > Consolidated EBITDA during the period was a loss of Ps.553, compared to income of Ps.514 in the same quarter of the prior year.



### **Consolidated Key Figures**

	3Q	3Q	%	9M	9M	%
	2020	2019	Var.	2020	2019	Var.
Revenues	393	2,180	-82%	3,258	6,981	-53%
CIE Entertainment	222	1,730	-87%	2,548	5,876	-57%
CIE Special Events	171	407	-58%	<i>679</i>	985	-31%
Other Business	0.3	43	-99%	30	120	-75%
EBITDA	(553)	514	N.A.	(843)	1,501	N.A.
CIE Entertainment	(330)	401	N.A.	(411)	1,258	N.A.
CIE Special Events	(211)	108	N.A.	(407)	238	N.A.
Other Business	(12)	4	N.A.	(25)	5	N.A.
Net Financial Revenues (Exp.)	(80)	(41)	N.A.	107	(372)	N.A.
Net Income	(682)	182	N.A.	(1,211)	319	N.A.

## ANALYSIS OF THE THIRD QUARTER (the "quarter" or the "period")

#### **CIE ENTERTAINMENT**

Complying with the government recommendations and guidelines on COVID-19, CIE Entertainment and the artistic community announced the suspension of all national events beginning March 15, 2020.

Based on these determinations, CIE Entertainment has been in discussions with artists, representatives, agents, venues and sponsors. Together, they are looking for alternatives to postpone the events to a date to be defined once the ability to schedule these events is reactivated or, in extreme cases, mainly due to incompatibility of agendas, to proceed to their cancellation. OCESA has made known the specific situation of each event through its different communication channels. As of today, the Company maintains a close collaboration with federal, local and municipal authorities. Additionally, it has made the necessary measures to collaborate and support the efforts and official decisions with respect to the country's effort to fight the COVID-19 pandemic.

At **CIE Entertainment**, revenues were Ps.222, compared to Ps.1,730 recorded in the same quarter of the prior year. During the period, the Company continued innovating by streaming live events on several digital platforms, launching the "Ocesa Irrepetible" series of concerts as well as drive-in concerts. Notable participants in that series of concerts during the quarter



were Alejandro Fernández, Mijares, Moenia, Napoleón, Bronco, OV7, Río Roma, Enjambre, María León, Paty Cantú and Benny Ibarra, among others

CIE Entertainment recorded EBITDA loss of Ps.330 in the period, compared to income of Ps.401 in the same quarter of the prior year. The minor gross gains obtained from the aforementioned events was significantly offset by the division's fixed costs and expenses incurred during the quarter, as well as various extraordinary expenses including severance payments to personnel and service charge refunds.

#### **CIE SPECIAL EVENTS**

At **CIE Special Events**, revenues were Ps.171, in comparison with Ps.407 recorded in the same period of the prior year. Revenues during the quarter came from the Temporary Medical Unit for the Mexican Social Security Institute (IMSS), which was set up at the Hermanos Rodríguez Racetrack, as well as the preparation of some Teletón Child Rehabilitation Centers (CRIT), for healthcare and collaboration in light of the pandemic, in which the division works as a solutions integrator in this project. Likewise, during the quarter the Company participated in the digital presentation of Tianguis Turístico, as well as in some corporate events that took place on digital platforms.

During the period, EBITDA loss of Ps.211 was recorded, compared to income of Ps.108 in the same quarter of the prior year. The minor gross gains obtained from the aforementioned events was significantly offset by the division's fixed costs and expenses incurred during the quarter, as well as various extraordinary expenses for personnel reductions.

#### OTHER BUSINESS (El Salitre Park, Bogotá, Colombia)

Just as in Mexico, the government of Colombia took similar measures to fight COVID-19, therefore the El Salitre Park was closed from March until its reopening on October 3.

During the quarter, EBITDA loss of Ps.12 was recorded, compared to an income of Ps.4 in the same quarter of the prior year.



#### **NET FINANCIAL REVENUES (EXPENSES)**

	3Q	3Q	%	9M	9M	%
	2020	2019	Var.	2020	2019	Var.
Net interest earned (paid)	(22)	(33)	-35%	(39)	(87)	+55%
Interest on assets for right of use	(59)	(55)	-8%	(149)	(126)	-19%
Exchange rate gain (loss), net	6	57	-89%	205	(143)	N.A.
Gain (Loss) in financial institution valuation	(6)	(10)	+38%	91	(16)	N.A.
Net Financial Revenues (Expenses)	(80)	(41)	-97%	107	(372)	N.A.

During the quarter, net financial expenses were Ps.80, in comparison with net financial expenses of Ps.41 recorded during the same quarter of the previous year. This increase in financial expenses is mainly a consequence of the following: 1) exchange rate gain of Ps.6, compared to an exchange rate gain of Ps.57 seen in the same quarter of the prior year; 2) interest from right-of-use of Ps.59, compared to Ps.55 recorded in the same period of last year; and offsetting the foregoing, 3) a decrease in net interest paid, which was Ps.22 in comparison with Ps.33 in the same quarter of 2019, due to the decreased TIIE reference rate, which was an average of 4.98% in the period, compared to an average of 8.35% in the same period of the prior year.

#### **INCOME TAX**

	3Q 2020	3Q 2019	% Var.	9M 2020	9M 2019	% Var.
Taxes Incurred	76	76	+0%	281	360	-22%
Deferred Tax	(258)	69	N.A.	(431)	55	N.A.
Income Tax	(182)	144	N.A.	(150)	415	N.A.

During the period, the provision for taxes incurred was Ps.76, which was the same number seen in the same period of the prior year; while the provision for the deferred tax asset in the period was Ps.258, compared to a deferred tax liability of Ps.69 in the same period of the prior year. This deferred tax asset is a consequence of the operating loss during the quarter, recoverable as a tax asset in future years.

#### **NET INCOME**

During the quarter there was a net loss of Ps.682, compared to net income of Ps.182 recorded in the same period of the prior year. The net loss is a consequence of the operating



loss, the Net Financial Expenses and a loss in the results of associated companies during the quarter, which was partially offset by the tax provision asset mentioned above.

#### **TOTAL INTEREST-BEARING DEBT**

During September, the Company reached agreements with its long-term bank lenders, as well as bondholders of the CIE-17 and CIE 17-2 issuances, to modify some of the financial covenants originally established in its loan agreements.

On October 9, the Company issued securitized notes (Certificados Bursátiles) in the domestic market for Ps.500, expiring on October 7, 2022. The funds from that issuance were used to pay the CIE 17 issuance for the same amount, on October 15.

As of September 30, 2020, the Company's total bank and securitized debt was Ps. 2,606, compared to Ps. 2,179 recorded at the close of 2019. The Group's debt is denominated in Mexican pesos, with the exception of a loan in Colombian pesos whose balance at the end of September 2020 was Ps.2.

#### **ABOUT CIE**

Established in 1990, Corporación Interamericana de Entretenimiento ("CIE") (BMV:CIE) is an important player in the out-of-home entertainment industry in Latin America. It promotes and produces concerts, music festivals, theater productions, and sporting, family and cultural events. CIE operates Centro Citibanamex, which is a venue for expositions and conventions in Mexico City, and the amusement park El Salitre Mágico in Colombia. The Company also produces corporate events and events for the public sector. CIE promotes and markets the Formula 1 Grand Prix in Mexico City.

Corporación Interamericana de Entretenimiento is a publicly traded company whose shares have been listed on the Mexican Stock Exchange since 1995 under the ticker symbol "CIE."

### **LEGAL DISCLAIMER**

As a precautionary note to the investing public, except for the historical information provided herein, certain matters discussed in this document constitute forward-looking statements. These statements assume there are risks and uncertainties, including the economic conditions in Mexico and other countries where CIE operates, as well as fluctuations in the value of the Mexican peso against the United States dollar.

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laws applicable in the countries where CIE, its subsidiaries, and those companies with which CIE maintains commercial or business relationships, operate.

### **CONTACT**

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## **CONSOLIDATED INCOME STATEMENT:**

	3Q	3Q	%	9M	9M	%
	2020	2019	Var.	2020	2019	Var.
Revenues	393	2,180	-82%	3,258	6,981	-53%
Cost of sales	804	1,603	-50%	3,709	5,202	-29%
Gross Income	(411)	577	-171%	(451)	1,779	-125%
Operating expenses	317	213	+49%	841	724	+16%
Operating Income	(728)	364	-300%	(1,293)	1,056	-222%
Net Financial Revenues (Expenses)						
Net interest earned (paid)	(22)	(33)	+35%	(39)	(87)	+55%
Interest on right-of-use assets	(59)	(55)	-8%	(150)	(126)	-19%
Net exchange rate gain (loss)	6	57	-89%	205	(143)	N.A.
Gain (loss) in financial instrument valuation	(6)	(10)	+38%	91	(16)	N.A.
Net Financial Revenues (Expenses)	(80)	(41)	-97%	107	(372)	N.A.
Stake in the results of associated companies	(56)	3	N.A.	(176)	50	N.A.
Earnings (Loss) before Taxes	(864)	327	N.A.	(1,361)	734	N.A.
Income Tax	(182)	144	N.A.	(150)	415	N.A.
Taxes Incurred	76	76	-0%	281	360	-22%
Deferred Tax	(258)	69	N.A.	(431)	55	N.A.
Net Income (Loss)	(682)	182	N.A.	(1,211)	319	N.A.
Non-parent company stake	(286)	101	N.A.	(255)	349	N.A.
Parent Company Stake	(397)	81	N.A.	(956)	(30)	N.A.
Depreciation and amortization	176	150	+17%	450	446	+1%
EBITDA	(553)	514	N.A.	(843)	1,501	N.A.



## **BALANCE SHEET AS OF:**

	Sept. 30	Dec. 31	%
	2020	2019	Var.
Current Assets	6,831	6,640	+3%
Cash	3,183	3,052	+4%
Clients receivable, net	889	1,151	-23%
Other accounts receivable, net	159	164	+25%
Inventory	27	22	+19%
Other current assets	2,572	2,250	+14%
Non-Current Assets	5,028	5,009	-0%
Other accounts receivable, net	64	0	N.A.
Investments in associated companies and joint ventures	881	1,096	-20%
Property, plant and equipment, net	1,149	1,305	-12%
Right-of-use assets, net	1,585	1,681	-6%
Intangible assets	98	99	-19%
Assets from deferred taxes	1,185	763	+55%
Other non-current assets	65	65	-31%
Total Assets	11,859	11,649	+2%
Current Liabilities	6,735	5,004	+35%
Suppliers	1,064	786	+35%
Short-term interest-bearing debt	950	500	+90%
Short-term leases	520	370	+41%
Tax Payable	298	302	-1%
Other current liabilities	3,903	3,046	+28%
Non-Current Liabilities	3,368	3,560	-5%
Long-term interest-bearing debt	1,655	1,679	-1%
Long-term leases	1,295	1,425	-9%
Deferred tax liabilities	11	27	-59%
Other non-current liabilities	406	430	-5%
Total Liabilities	10,103	8,564	+18%
Charabalda of Early	1.750	2.004	430/
Shareholders' Equity	1,756	3,084	-43%
Non-Parent company stake	209	544	-62%
Parent company stake	1,547	2,540	-39%
Paid-in capital	3,489	3,489	-0%
Capital gains (losses)	(1,942)	(949)	-105%
Total Liabilities plus Shareholders' Equity	11,859	11,649	+2%