



Investor Presentation

Seaport Global Acquisition Corp.

May 2021

Important Information About the Business Combination and Where to Find It

In connection with the proposed business combination, Seaport Global Acquisition intends to file preliminary and definitive proxy statements with the Securities and Exchange Commission (“SEC”). The preliminary and definitive proxy statements and other relevant documents will be sent or given to the stockholders of Seaport Global Acquisition as of the record date established for voting on the proposed business combination and will contain important information about the proposed business combination and related matters. Stockholders of Seaport Global Acquisition and other interested persons are advised to read, when available, the preliminary proxy statement and any amendments thereto and, once available, the definitive proxy statement, in connection with Seaport Global Acquisition’s solicitation of proxies for the meeting of stockholders to be held to approve, among other things, the proposed business combination because the proxy statement will contain important information about Seaport Global Acquisition, Redbox and the proposed business combination. When available, the definitive proxy statement will be mailed to Seaport Global Acquisition’s stockholders as of a record date to be established for voting on the proposed business combination. Stockholders will also be able to obtain copies of the proxy statement, without charge, once available, at the SEC’s website at www.sec.gov/ or by directing a request to: Seaport Global Acquisition Corp., 360 Madison Avenue, 20th Floor, New York, NY 10017, Attention: Secretary, telephone: (212) 616-7700. The information contained on, or that may be accessed through, the websites referenced in this communication is not incorporated by reference into, and is not a part of, this communication.

Participants in the Solicitation

Seaport Global Acquisition, Redbox and their respective directors and executive officers may be deemed participants in the solicitation of proxies from Seaport Global Acquisition’s stockholders in connection with the business combination. Seaport Global Acquisition’s stockholders and other interested persons may obtain, without charge, more detailed information regarding the directors and officers of Seaport Global Acquisition in Seaport Global Acquisition’s final prospectus filed with the SEC on December 1, 2020 in connection with Seaport Global Acquisition’s initial public offering. Information regarding the persons who may, under SEC rules, be deemed participants in the solicitation of proxies to Seaport Global Acquisition’s stockholders in connection with the proposed business combination will be set forth in the proxy statement for the proposed business combination when available. Additional information regarding the interests of participants in the solicitation of proxies in connection with the proposed business combination will be included in the proxy statement that Seaport Global Acquisition intends to file with the SEC.

No Offer or Solicitation

This communication shall neither constitute an offer to sell or the solicitation of an offer to buy any securities, nor shall there be any sale of securities in any jurisdiction in which the offer, solicitation or sale would be unlawful prior to the registration or qualification under the securities laws of any such jurisdiction.

Forward-Looking Statements

This communication includes certain statements that are not historical facts but are forward-looking statements for purposes of the safe harbor provisions under the United States Private Securities Litigation Reform Act of 1995. Forward-looking statements generally are accompanied by words such as “believe,” “may,” “will,” “estimate,” “continue,” “anticipate,” “intend,” “expect,” “should,” “would,” “plan,” “predict,” “potential,” “seem,” “seek,” “future,” “outlook,” and similar expressions that predict or indicate future events or trends or that are not statements of historical matters. All statements, other than statements of present or historical fact included in this communication, regarding Seaport Global Acquisition’s proposed business combination with Redbox, Seaport Global Acquisition’s ability to consummate the transaction, the benefits of the transaction and the combined company’s future financial performance, as well as the combined company’s strategy, future operations, estimated financial position, estimated revenues and losses, projected costs, prospects, plans and objectives of management are forward-looking statements. These statements are based on various assumptions, whether or not identified in this communication, and on the current expectations of the respective management of Seaport Global Acquisition and Redbox and are not predictions of actual performance. These forward-looking statements are provided for illustrative purposes only and are not intended to serve as, and must not be relied on as, a guarantee, an assurance, a prediction or a definitive statement of fact or probability. Actual events and circumstances are difficult or impossible to predict and will differ from assumptions. Many actual events and circumstances are beyond the control of Seaport Global Acquisition or Redbox. Potential risks and uncertainties that could cause the actual results to differ materially from those expressed or implied by forward-looking statements include, but are not limited to, changes in domestic and foreign business, market, financial, political and legal conditions; the inability of the parties to successfully or timely consummate the business combination, including the risk that any regulatory approvals are not obtained, are delayed or are subject to unanticipated conditions that could adversely affect the combined company or the expected benefits of the business combination or that the approval of the stockholders of Seaport Global Acquisition or Redbox is not obtained; failure to realize the anticipated benefits of business combination; risk relating to the uncertainty of the projected financial information with respect to Redbox; the amount of redemption requests made by Seaport Global Acquisition’s stockholders; the overall level of consumer demand for Redbox’s products; general economic conditions and other factors affecting consumer confidence, preferences, and behavior; disruption and volatility in the global currency, capital, and credit markets; the financial strength of Redbox’s customers; Redbox’s ability to implement its business and growth strategy; changes in governmental regulation, Redbox’s exposure to litigation claims and other loss contingencies; disruptions and other impacts to Redbox’s business, as a result of the COVID-19 pandemic and government actions and restrictive measures implemented in response, and as a result of the proposed transaction; Redbox’s ability to retain and expand customer relationships; competitive pressures from many sources, including those using other distribution channels, having more experience, larger or more appealing inventory, better financing, and better relationships with those in the physical and streaming movie and television industries; developments in the home video distribution market as newer technologies and distribution channels compete for market share, and Redbox experiences a secular decline in the physical rental market; the impact of decreased quantity and quality of movie content availability for physical and digital distribution due to changes in quantity of new releases by studios, movie content failing to appeal to consumers’ tastes, increased focus on digital sales and rentals, and other general industry-related factors; the termination, non-renewal or renegotiation on materially adverse terms of Redbox’s contracts or relationships with one or more of its significant retailers or studios; Redbox’s inability to obtain licenses to digital movie or television content for home entertainment viewing; Redbox’s reliance upon a number of partners to make its digital service available on their devices; unforeseen costs and potential liability in connection with content Redbox acquires, produces, licenses and/or distributes through its service; the impact of the COVID-19 pandemic on Redbox’s business, results of operations and financial condition, its suppliers and customers and on the global economy; the impact that global climate change trends may have on Redbox and its suppliers and customers; Redbox’s ability to protect patents, trademarks and other intellectual property rights; any breaches of, or interruptions in, Seaport Global Acquisition’s information systems; fluctuations in the price, availability and quality of electricity and other raw materials and contracted products as well as foreign currency fluctuations; changes in tax laws and liabilities, tariffs, legal, regulatory, political and economic risks.

More information on potential factors that could affect Seaport Global Acquisition’s or Redbox’s financial results is included from time to time in Seaport Global Acquisition’s public reports filed with the SEC, including its Annual Report on Form 10-K, Quarterly Reports on Form 10-Q, and Current Reports on Form 8-K as well as the preliminary and the definitive proxy statements that Seaport Global Acquisition intends to file with the SEC in connection with Seaport Global Acquisition’s solicitation of proxies for the meeting of stockholders to be held to approve, among other things, the proposed business combination. If any of these risks materialize or Seaport Global Acquisition’s or Redbox’s assumptions prove incorrect, actual results could differ materially from the results implied by these forward-looking statements. There may be additional risks that neither Seaport Global Acquisition nor Redbox presently know, or that Seaport Global Acquisition and Redbox currently believe are immaterial, that could also cause actual results to differ from those contained in the forward-looking statements. In addition, forward-looking statements reflect Seaport Global Acquisition’s and Redbox’s expectations, plans or forecasts of future events and views as of the date of this communication. Seaport Global Acquisition and Redbox anticipate that subsequent events and developments will cause their assessments to change. However, while Seaport Global Acquisition and Redbox may elect to update these forward-looking statements at some point in the future, Seaport Global Acquisition and Redbox specifically disclaim any obligation to do so, except as required by law. These forward-looking statements should not be relied upon as representing Seaport Global Acquisition’s or Redbox’s assessments as of any date subsequent to the date of this communication. Accordingly, undue reliance should not be placed upon the forward-looking statements.

Today's Presenters



Galen Smith
Chief Executive Officer

Jason Kwong
Chief Strategy &
Digital Officer

Kavita Suthar
Chief Financial Officer

Stephen Smith
Chairman

Jay Burnham
Director



Morgan Stanley



NETFLIX



Amroc Securities

Libra Investments
(acquired by U.S. Bancorp)

Jefferies



Cypress Management

Rocker Management



Transaction Overview

TRANSACTION STRUCTURE

- Redbox and Seaport Global Acquisition Corp. (Nasdaq: SGAM), a publicly listed special purpose acquisition company, to combine
- Apollo Global Management, LLC, along with other existing shareholders, will retain their equity stake in Redbox upon completion of the transaction (~59% ownership)
- Expected to close in the third quarter of 2021, subject to the satisfaction of customary closing conditions

VALUATION

- Transaction implies a fully diluted pro forma enterprise value of \$693 million⁽¹⁾
- Implied valuation multiples:
 - 3.6x 2022E Adjusted EBITDA of \$193 million
 - 31% Yield on 2022E Free Cash Flow

CAPITAL STRUCTURE

- \$50 million PIPE commitment from investors led by Ophir Asset Management with support from strategic investors including Lionsgate and Legendary Entertainment
- Transaction expected to result in ~\$209 million total cash at close⁽¹⁾
 - ~\$100 million of cash proceeds will be used to pay down existing debt with remaining proceeds to fund digital expansion, content acquisition and marketing initiatives

1. Assumes no redemptions by SGAM shareholders

Unique Opportunity to Revolutionize Entertainment

Redbox Benefits From



Industry-Leading Reputation



Attractive Financial Profile



Resilient Business



Favorable Industry Outlook



**Proven and Diverse Management
Team**



Loyal Customer Base

VISION

Redbox provides **quality home entertainment for everyone**



MISSION

Redbox makes it **ridiculously cheap and easy** for consumers to get the home entertainment they want most



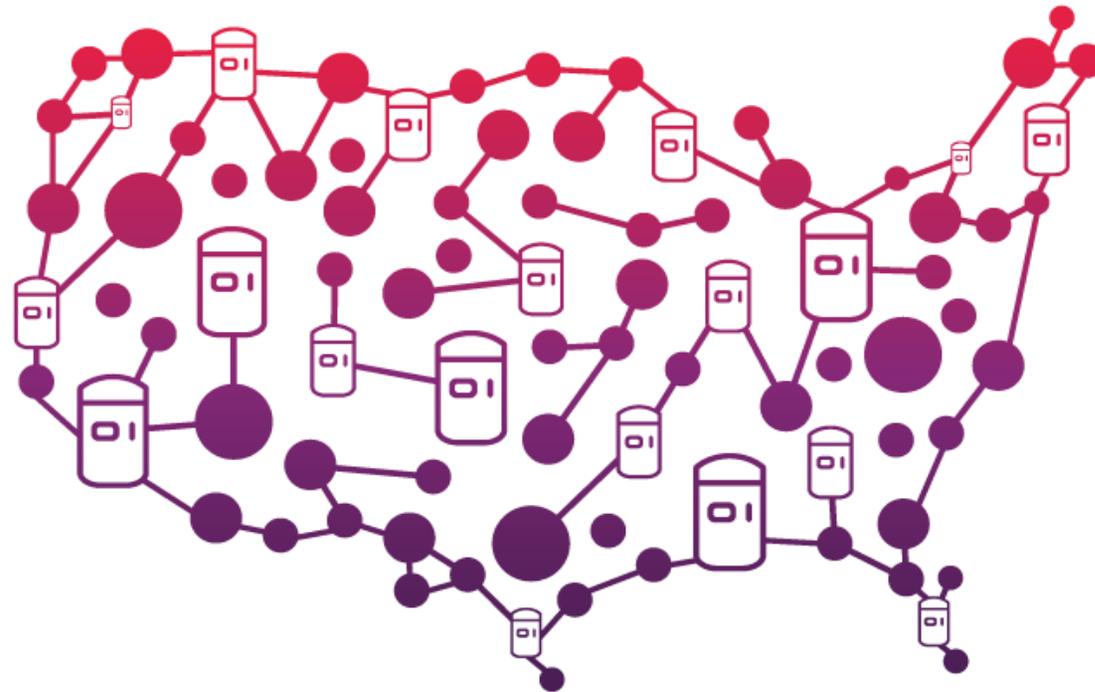
Redbox is a Leader in the Entertainment Ecosystem

**A Market Leader
in Home
Entertainment**

**Scaled Marketing
& Loyalty
Program**

**Rapid
Digital
Transformation**

**Redbox is
America's
destination for
affordable new
release movies**



18+
Years in
Entertainment

40MM
Customers

39MM
Loyalty
Members

40K
Kiosks

150+
Retail Partners

>6Bn
Discs rented
to date

Strong Consumer Proposition Provides Exceptional Value

\$2

Or Less
Per Night

3X

Cheaper than
Digital Rental
Options

90%

Americans
within 5-minute
drive of a kiosk⁽¹⁾

**NEW
Releases**

Not Available
on Netflix⁽²⁾



Redbox provides the **best deal** in entertainment with the lowest priced **new releases** and convenience of 40,000 kiosks with the ability to **rent and return anywhere**

1. Based on Latitude / Longitude analysis of current kiosk placements and estimated population drive times
2. Movies released at Redbox are typically available 80 to 120 days prior to Netflix release, and most titles are released on other streaming services instead of Netflix

Differentiated and Underserved Customer Base

Value Conscious



Movies Lovers

- **71%** of customers identify as “Deal Hunters”⁽¹⁾
- **58%** of customers are heavily engaged in loyalty/rewards programs⁽¹⁾



- Users consume significantly more movies than Average US Broadband Household
 - **72%** more movies in theatres⁽²⁾
 - **2x** more movie rentals⁽²⁾
- Users spend more on Cable TV than Average Entertainment Consumer⁽³⁾

70% of customers are late adopters of new technology⁽¹⁾

1. Source: Redbox Customer Panel; 2019 Psychographic Profiling Survey
2. Source: Interpret's New Media Measure syndicated study Q3'18 (Age 13-65)
3. Source: MasterCard Data Warehouse; Apr'19-Mar'20 Study

Redbox Customer and Marketing Power

Redbox has an established entertainment brand with tremendous marketing reach and deep customer data



redbox.

ESTABLISHED
ENTERTAINMENT
BRAND

redbox.
»» PERKS

39 million
LOYALTY MEMBERS



46 million+
EMAIL
SUBSCRIBERS



DEEP
CUSTOMER
DATA



400 million
EST WEEKLY
RETAIL
IMPRESSIONS⁽¹⁾



43 million+
APP
DOWNLOADS



600 million+
MONTHLY MEDIA
IMPRESSIONS⁽²⁾



6 million
SMS
SUBSCRIBERS



7 million+
SOCIAL MEDIA
REACH⁽³⁾

1. Based on estimated foot traffic at our retail locations. Sources: Retailer Reported Traffic, Placer
2. Based on estimates and partner analytics. Sources: Google, LiveIntent, Vistar, Magnite
3. Total combined followers across Facebook, Instagram, and Twitter

Redbox Perks Loyalty Program At the Center



39MM

Total Members

13MM

Active Members

85%

of Active Members
are Marketable

>50%

of Total Rents

Transformation Provides More Choice Than Any Competitor

Redbox is undergoing a

radical transformation from a legacy DVD rental business to a multi-faceted digital entertainment company

that spans multiple entertainment windows and business models



Digital Transformation Investment Thesis

1	Established brand and a market leader in home entertainment	6Bn+ Lifetime Rents
2	Large and highly differentiated customer base	40MM Customers
3	Huge marketing reach and scaled loyalty program	46MM E-mail Subscribers
4	Rapid digital transformation proven by business trends	2.25x Digital Growth in 2020
5	Digital plays in both massive and fast-growing AVOD and SVOD	\$44Bn TAM⁽¹⁾ AVOD & SVOD (2022)
6	Significant free cash flow generation from legacy business	81.5% FCF Conversion ⁽²⁾

1. Source: SNL Kagan November 2020
2. See appendix for calculation

Redbox Digital Vision



Transactional PVOD/ VOD/ EST

*New Release Rental and
Purchase*

Dec 2017

Free Live TV

Ad-Supported Linear Channels

Q2 2020

Free On Demand (AVOD)

Ad-Supported Movies and TV

Q4 2020

Premium / SVOD Channels

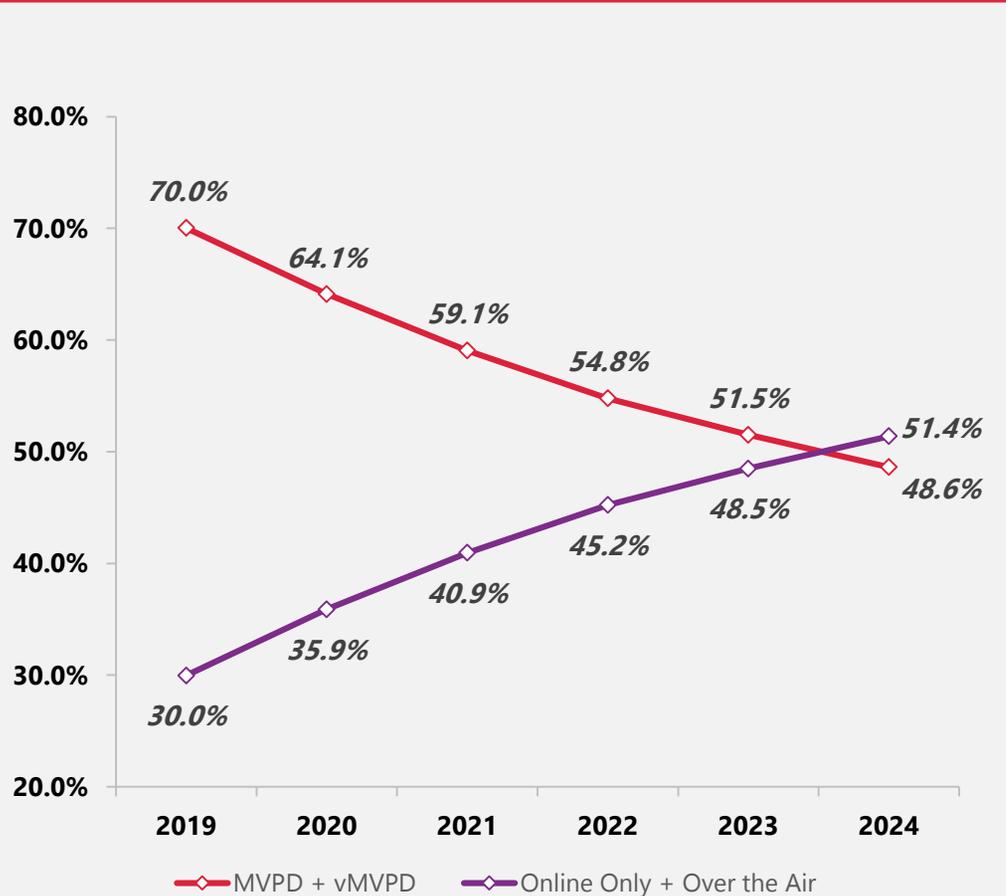
*3rd Party SVOD Channel
Subscriptions*

In Development

A **multi-product digital service** that captures and retains cord-cutters leaving the traditional MVPD system, providing more consumer choice, greater relevancy, and higher engagement , **differentiated by Redbox's large, unique physical customer base and Redbox Perks**

Cord Cutting Creates an Opportunity

Household Penetration for Pay TV vs Non-Pay TV



SNL Kagan – April 2020

Accelerated Cord Cutting combined with Pay Premium/SVOD services going direct-to-consumer create a

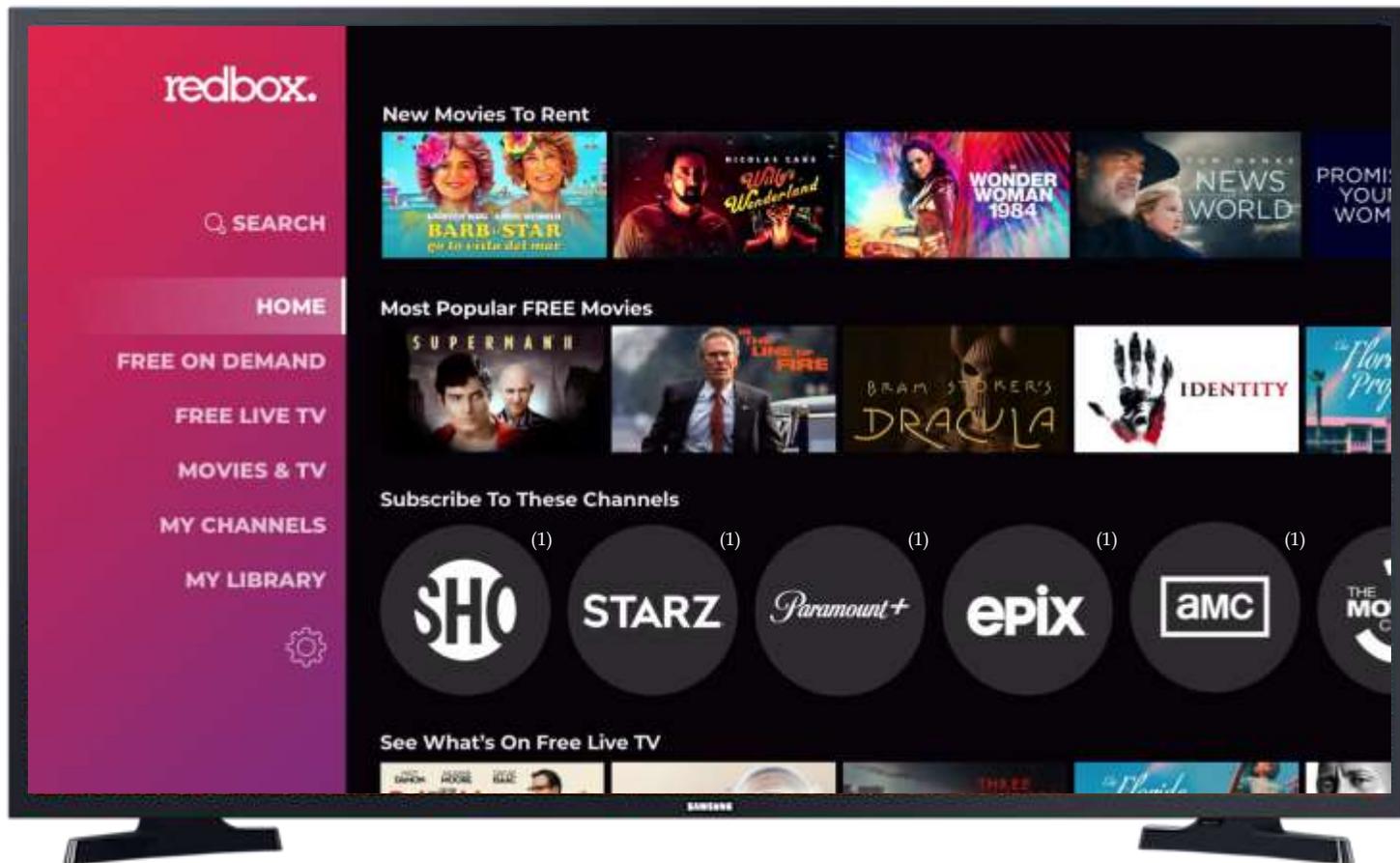
fragmented billing, content discovery, and consumption experience

via multiple apps, making aggregated channels more desirable

Redbox Provides a Single App Experience

SIMPLIFIED:

- Content Discovery
- Billing
- Navigation
- Playback
- Rewards



SAMSUNG

VIZIO

Roku

LG



XBOX

Apple tv

androidtv

1. The display of these trademarks, service marks and trade names is for illustrative purposes only. Redbox does not currently have agreements in place with these companies but intends to pursue them

Multi-Product Consumers Drive Enterprise Value

Multi-Product
Customers up to

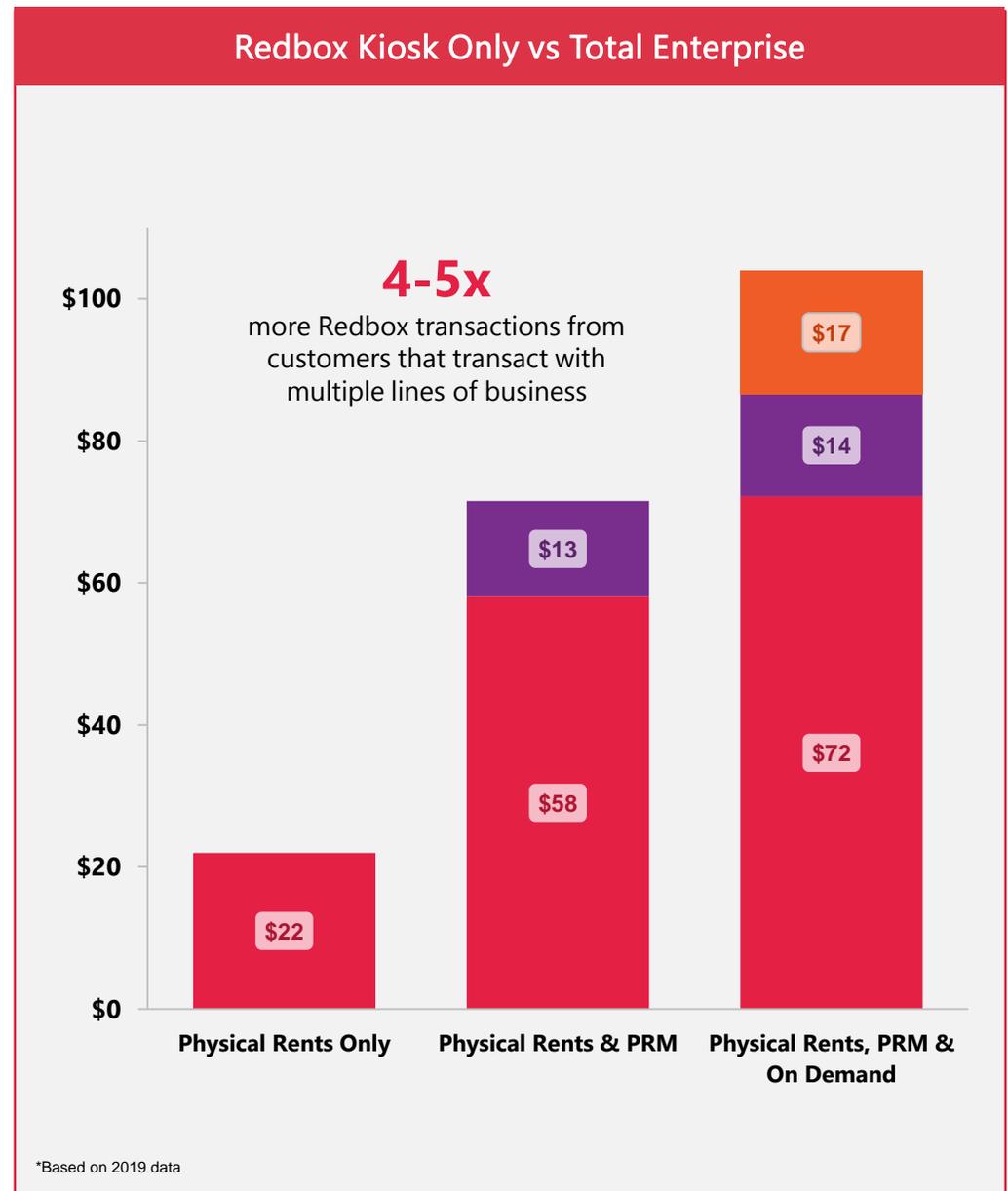
5x Higher
ARPU

Multi-Product
Customers see

> 11pp

Reduction in
Churn⁽¹⁾

1. Based on April 2019 to May 2020



Already Seeing Rapid TVOD Adoption

13MM+

Lifetime
Transactions

3MM

Total
Customers

74%

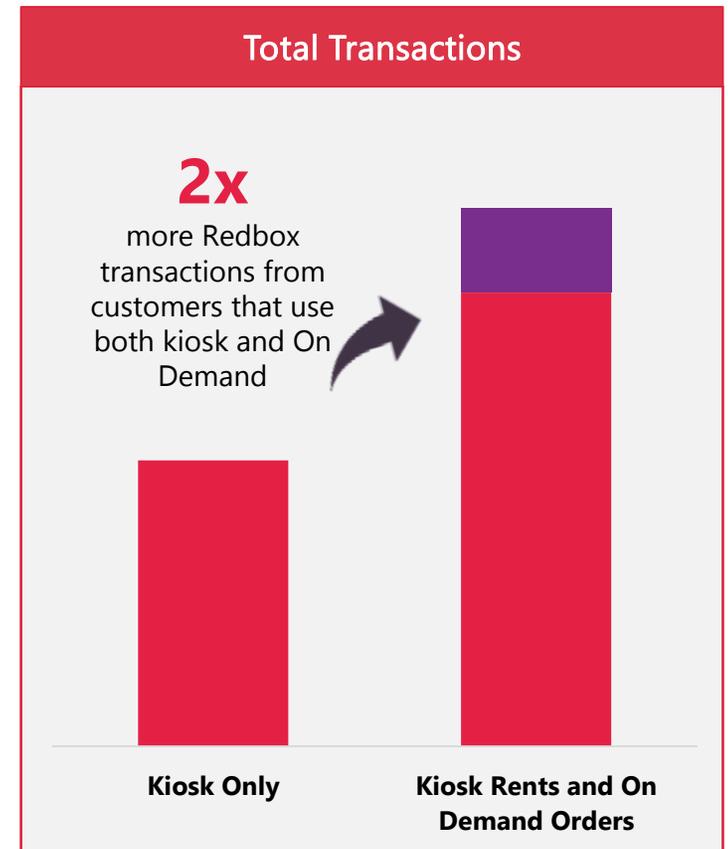
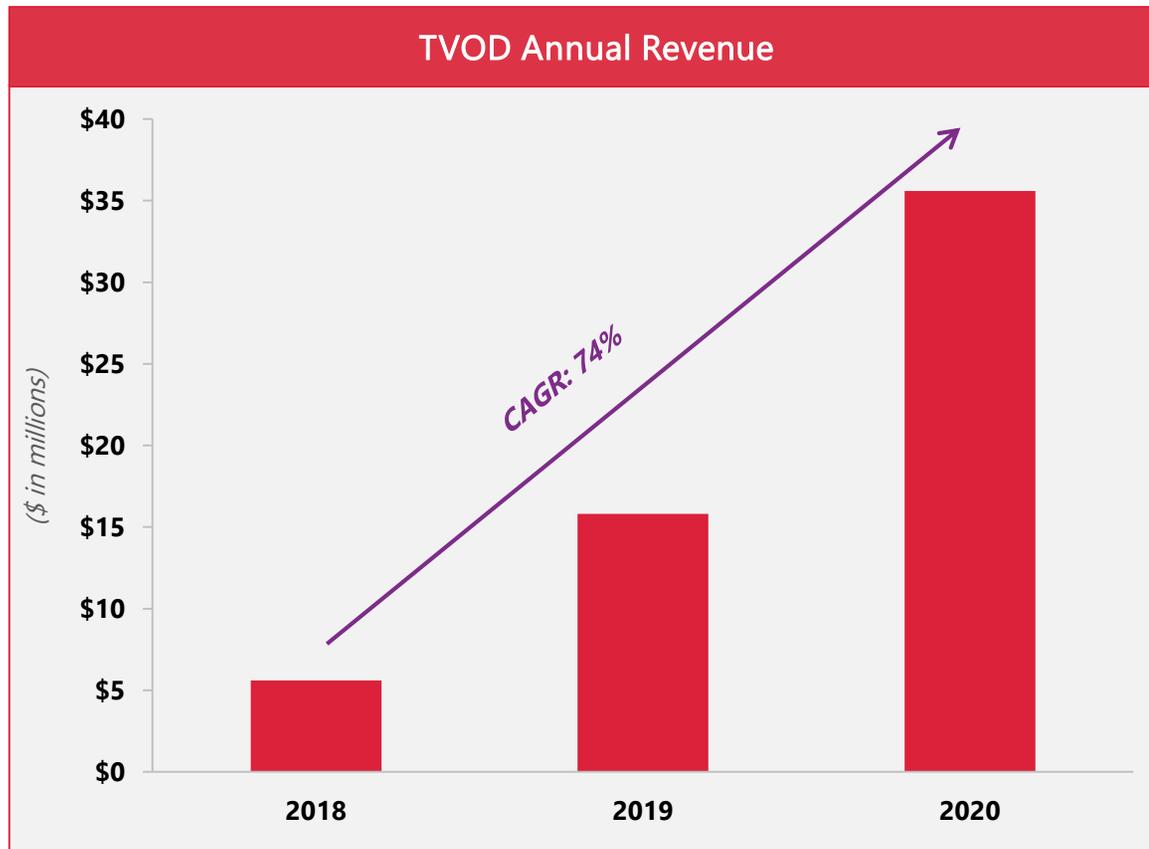
CAGR

2x

Enterprise
Transactions

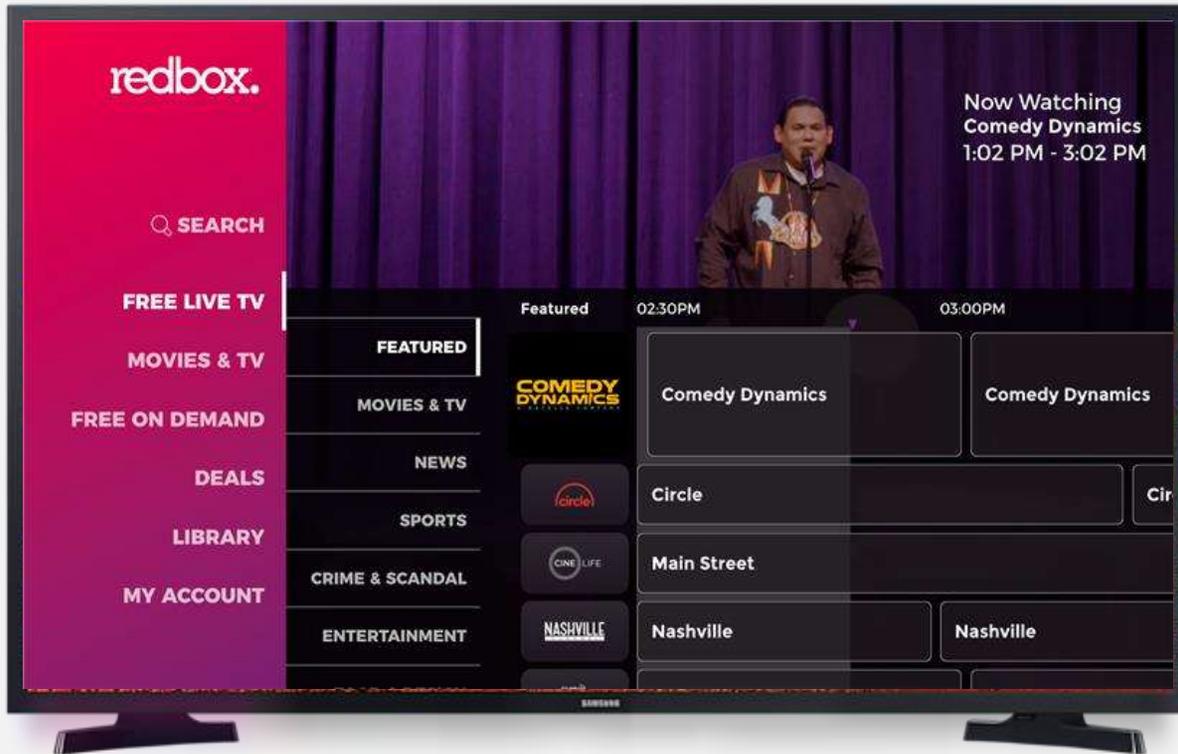
~\$3

CPA⁽¹⁾



1. Based on Jan 2019 – Dec 2020 total marketing and promotion spend for Redbox On Demand

AVOD and FLTV Growing Rapidly



95
Channels
and Growing

1K+
AVOD Titles and
Growing

1
Redbox Channel
Syndicated to
multiple platforms

8MM+
Unique Devices in
Last 12 Mos.

1MM+
MAU

735%
Annual Growth in Ad-
Supported Hours YoY as of
Mar'21

19%
Compound Monthly Growth
Rate of Ad-Supported Hours⁽¹⁾

1. April 2020 to March 2021

SVOD Channels Platform Drives Further Growth

- **Partner with SVOD players** battling over customer acquisition and churn reduction
- Redbox to **sell subscriptions** for 3rd party SVOD channels for subscription revenue share
- **Simplifies consumer experience** with billing and playback in a single app
- Customer acquisition and retention through **Redbox loyalty and promotions**

Market Test



+62K
Bundles Purchased

redbox.

HBOmax

SHOWTIME

STARZ



discovery+

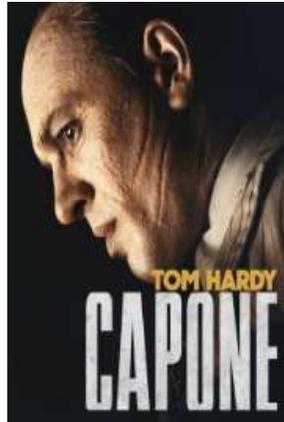


Note: The display of these trademarks, service marks and trade names is for illustrative purposes only. Redbox does not currently have agreements in place with these companies but intends to pursue them

Redbox Entertainment Provides Exclusive and Original Content



Redbox Entertainment creates a distinct **competitive advantage** and **incremental margin**

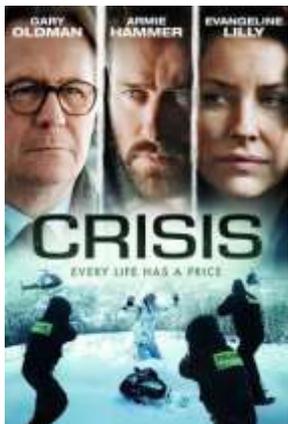


16

Titles Released to Date

24

More Titles Committed



36+

Targeted Releases per Year



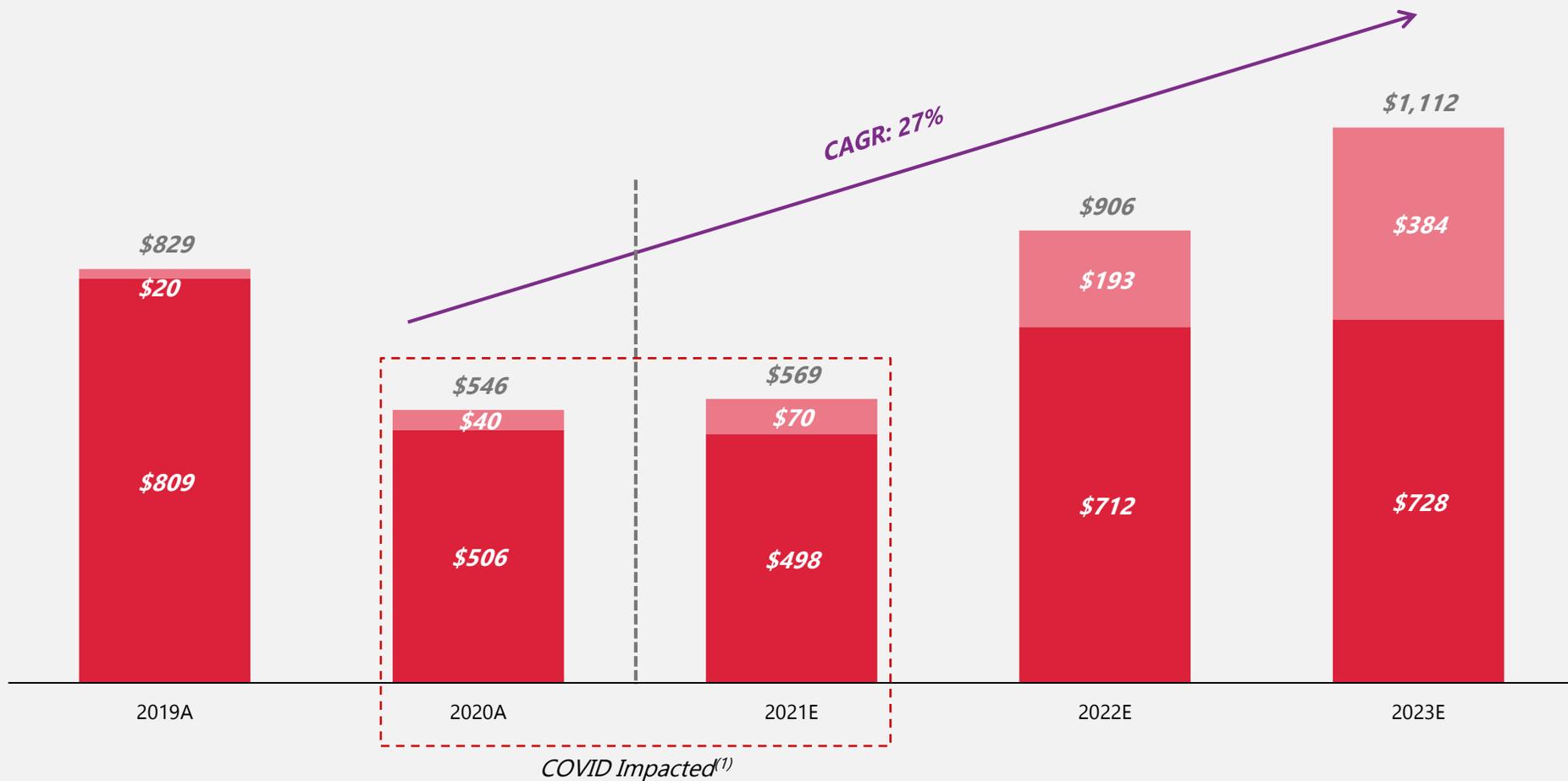
Financial Snapshot

Consolidated Net Revenue

(\$ in millions)

■ Legacy ■ Digital

CAGR: 27%



Digital transformation builds on top of our established legacy and original content business (Redbox Entertainment) driving long term revenue growth

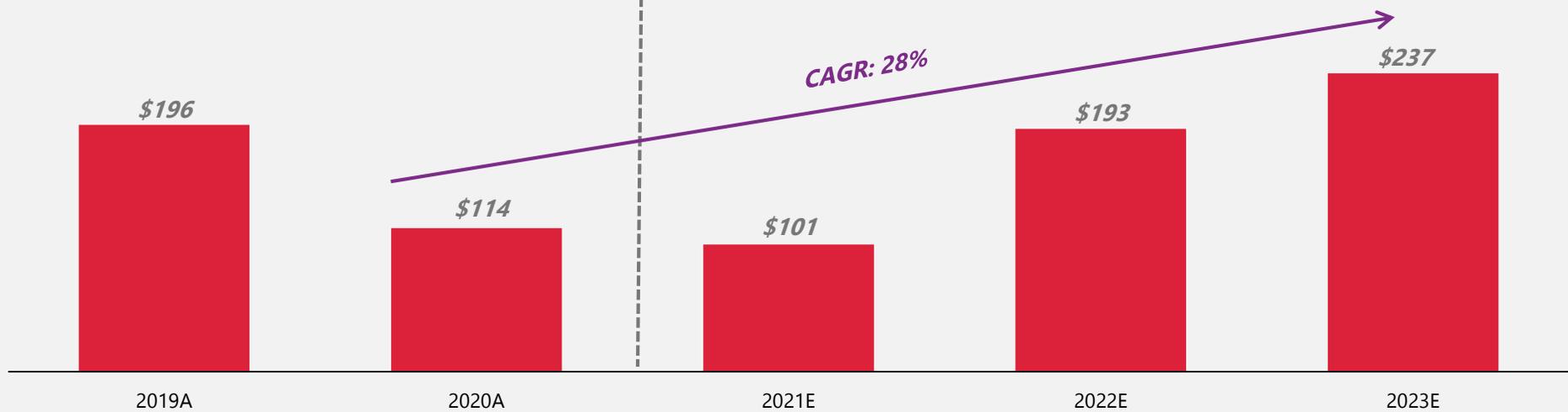
Notes: Legacy Revenue includes revenue from physical rentals, sales of previously rented movies, Redbox Entertainment and revenue generated from the service of other kiosks. Digital Revenue includes transactional, ad-supported, premium channels and media sales
 Financial projections prepared post-COVID-19 pandemic. Certain figures may not sum due to rounding. Timing of investments will impact benefit realized within years. 2019A excludes discontinued Games business

(1) 2020A and 2021E experienced ~50% reduction in theatrical releases compared to 2019A

Financial Snapshot (cont'd)

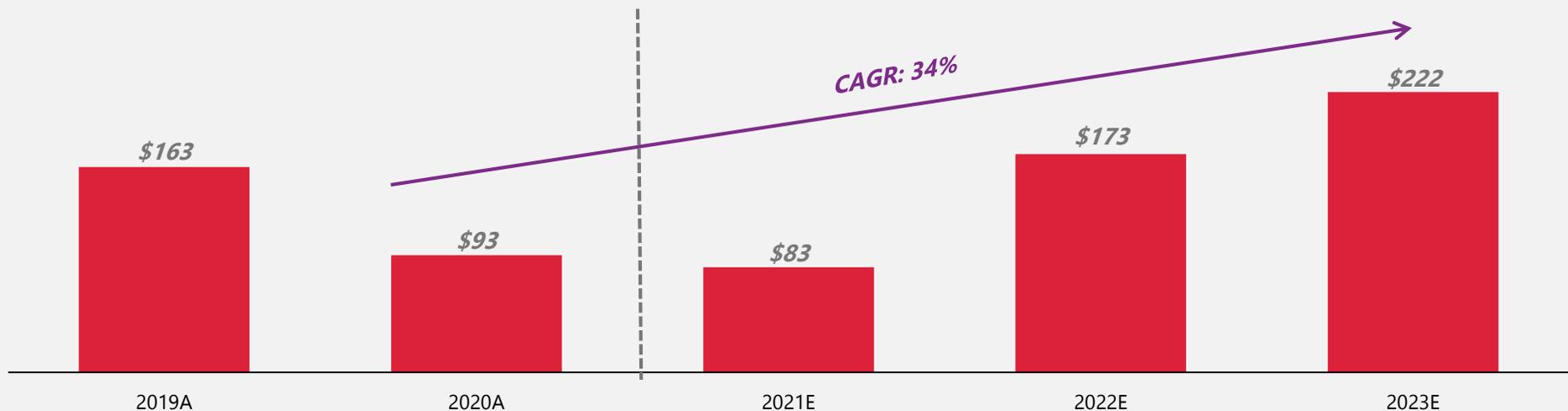
Adjusted EBITDA

(\$ in millions)



Free Cash Flow⁽¹⁾

(\$ in millions)



Notes: Financial projections prepared post-COVID-19 pandemic. Certain figures may not sum due to rounding. Timing of investments will impact benefit realized within years
2019A excludes discontinued Games business. Financial projections exclude public company expenses

1. Free Cash Flow is defined as Adjusted EBITDA less total capital expenditures

Multiple Drivers of Future Growth

1 Expansion of Ad Supported Video through Growing Content Library

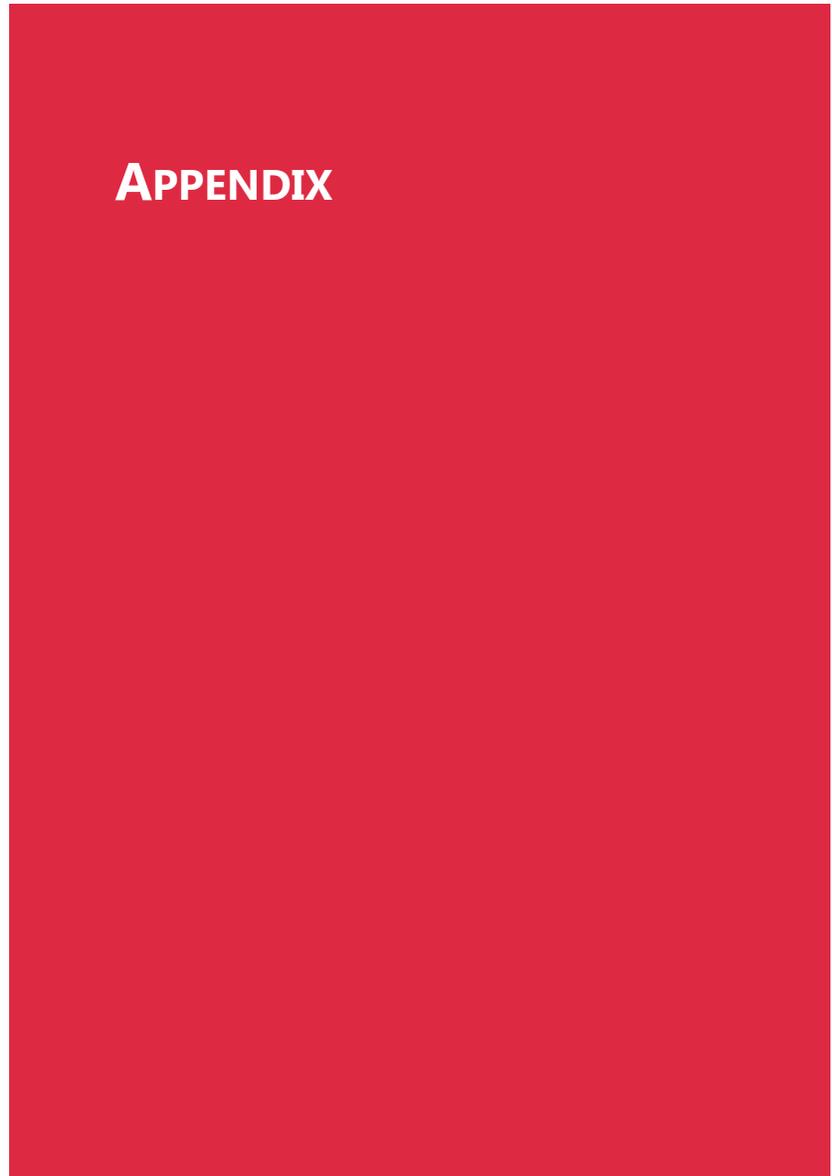
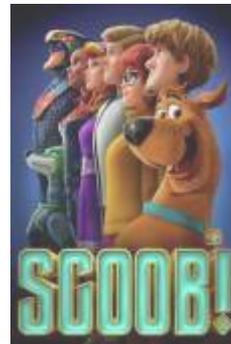
2 Launch and scale SVOD Channels business

3 Drive Product Awareness and Adoption through Increased Marketing

4 Grow Exclusive Content Library Asset Through Redbox Entertainment



redbox.



APPENDIX

Transaction Summary

Sources

(\$ in millions)

Existing Redbox Shareholders Equity Rollover	\$328	55.3%
Sponsor Promote ⁽³⁾	36	6.1%
SPAC Cash in Trust ⁽²⁾	145	24.5%
Cash at Closing	34	5.7%
PIPE Proceeds	50	8.4%
Total Sources	\$593	100.0%

Uses

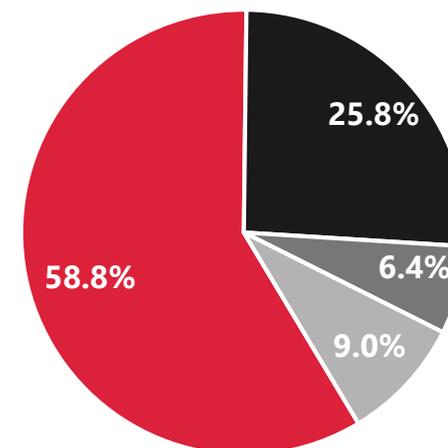
Existing Redbox Shareholders Equity Rollover	\$328	55.3%
Sponsor Promote ⁽³⁾	36	6.1%
Cash to Balance Sheet	109	18.4%
Debt Paydown	100	16.9%
Estimated Transaction Costs	20	3.4%
Total Uses	\$593	100.0%

Illustrative Pro Forma Valuation

(\$ in millions except share price)

Illustrative Share Price	\$10.00
Pro Forma Shares Outstanding ⁽¹⁾	55.7
Implied Equity Value	\$557
Plus: Pre-Transaction Debt	344
Less: Debt Paydown	(100)
Less: Pro Forma Cash to Balance Sheet	(109)
Implied Pro Forma Enterprise Value	\$693
<i>Implied Pro Forma EV / '22E Revenue</i>	<i>0.8x</i>
<i>Implied Pro Forma EV / '22E Adj. EBITDA</i>	<i>3.6x</i>

Illustrative Pro Forma Ownership⁽¹⁾



■ Existing Redbox Shareholders

■ SPAC Public Investors⁽²⁾

■ SPAC Sponsor Shares⁽³⁾

■ PIPE Investors

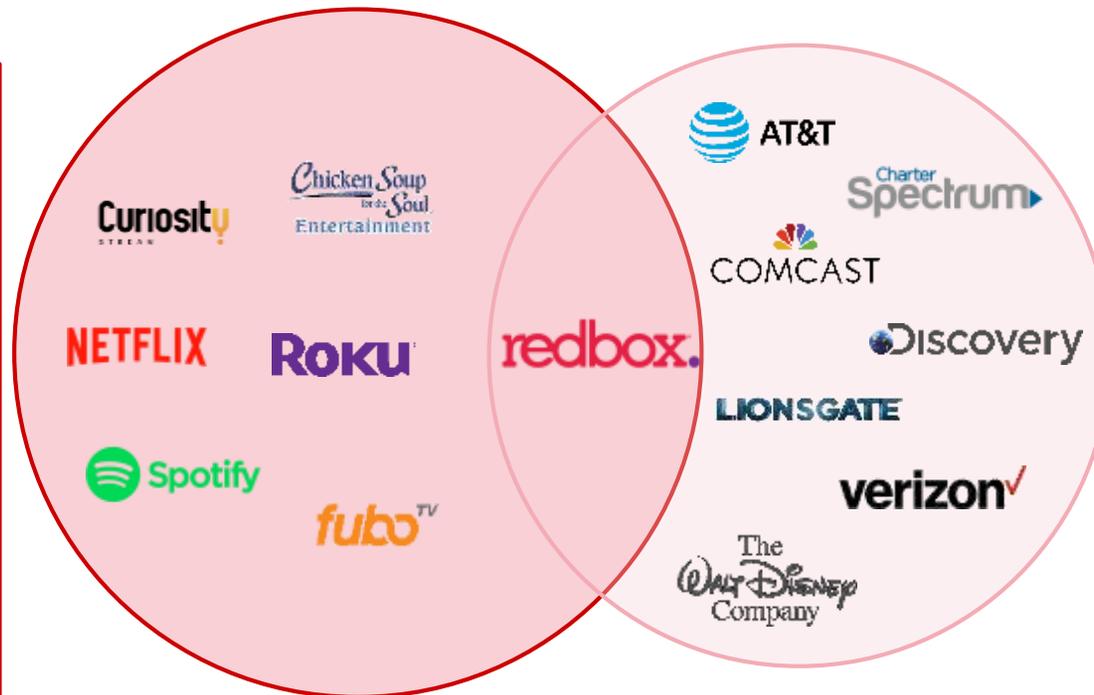
1. Excludes dilutive impact of 16.8mm warrants from SGAM's public offering. All warrants have a strike price of \$11.50 per share
2. Assumes estimated cash held in trust at closing and no redemption of SGAM public shares
3. SPAC Sponsor Shares include 3.6mm SGAM Founder Shares

Public Peer Overview

Redbox holds an attractive market position pairing established and profitable legacy kiosk business with expansion into high-growth digital initiatives

Digital Platform Peers

- Omni-channel content providers via digital platforms
- Strong revenue growth comprised of sustainable, recurring subscriptions or ad-supported video
- Attractive growth profile via first-mover advantage into digital content



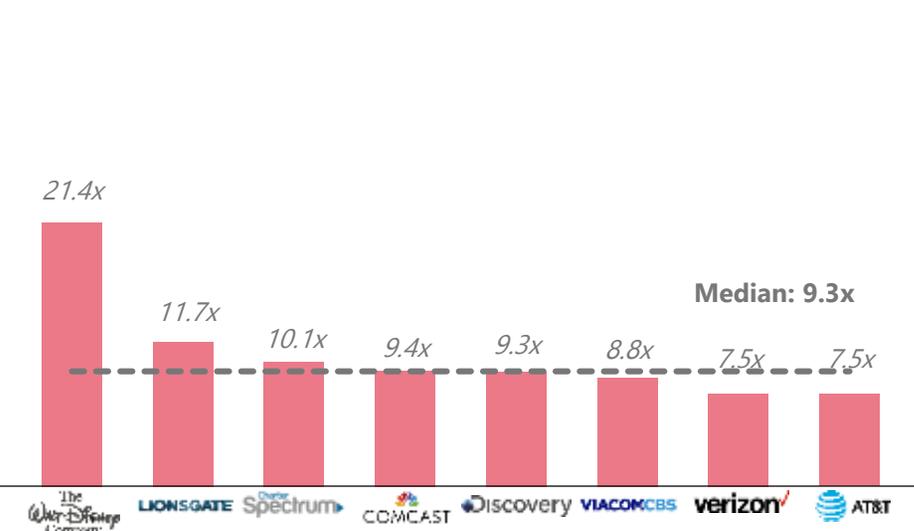
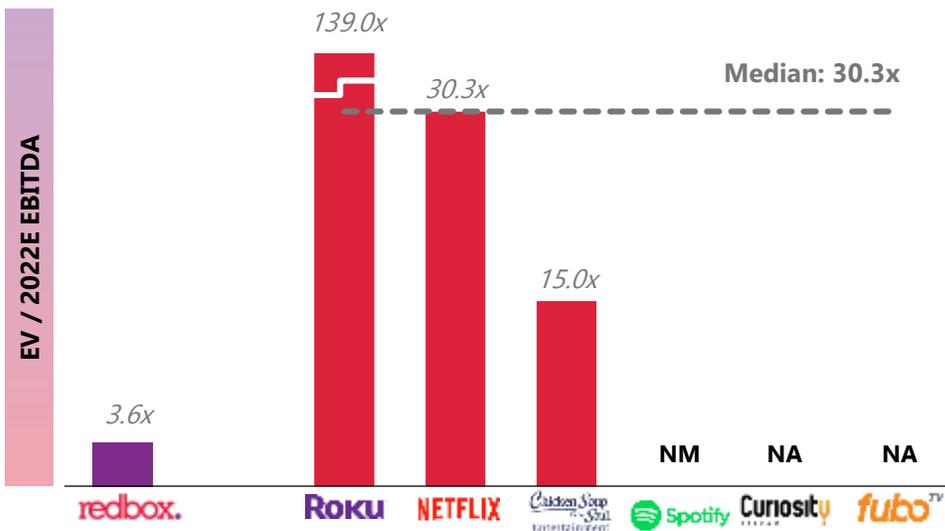
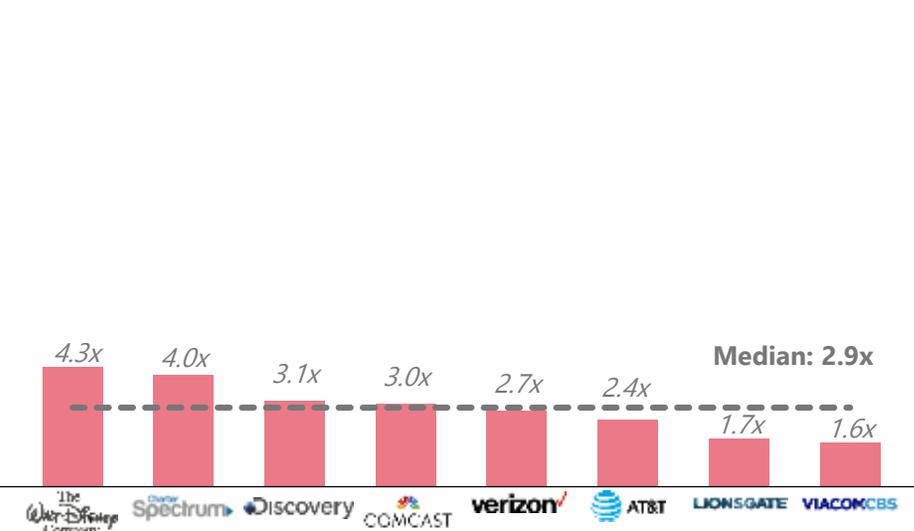
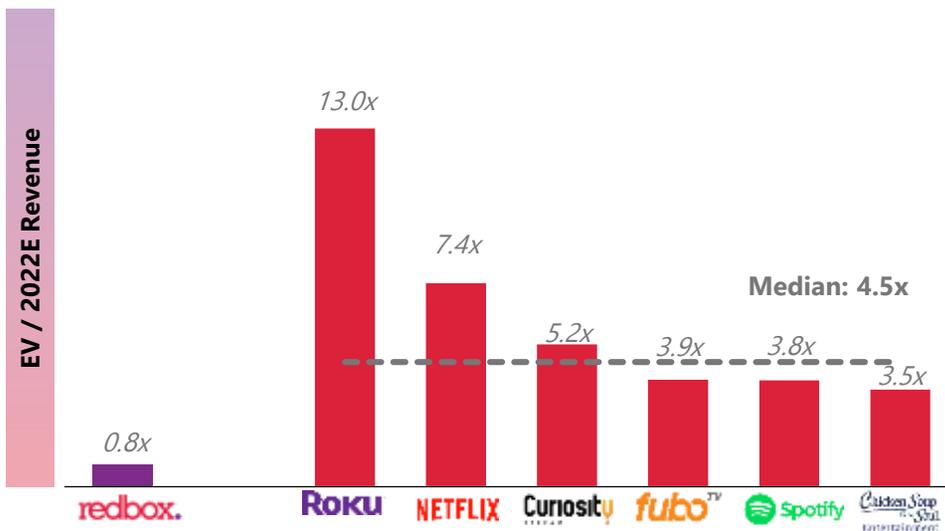
Legacy Platform Peers

- Established brands with broad reach but losing share
- Mature business with limited revenue growth
- Generate meaningful free cash flow

Valuation Benchmarking

Digital Platform Peers

Legacy Platform Peers

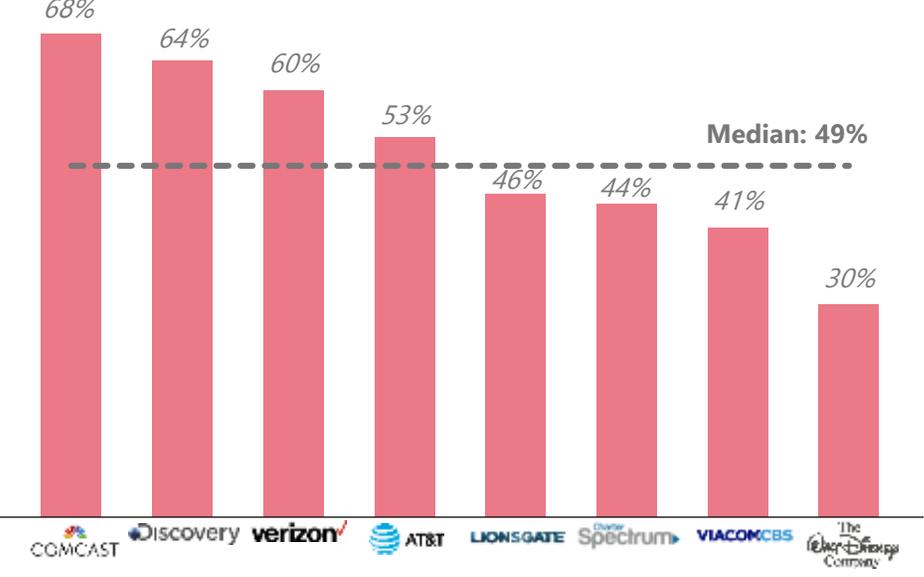
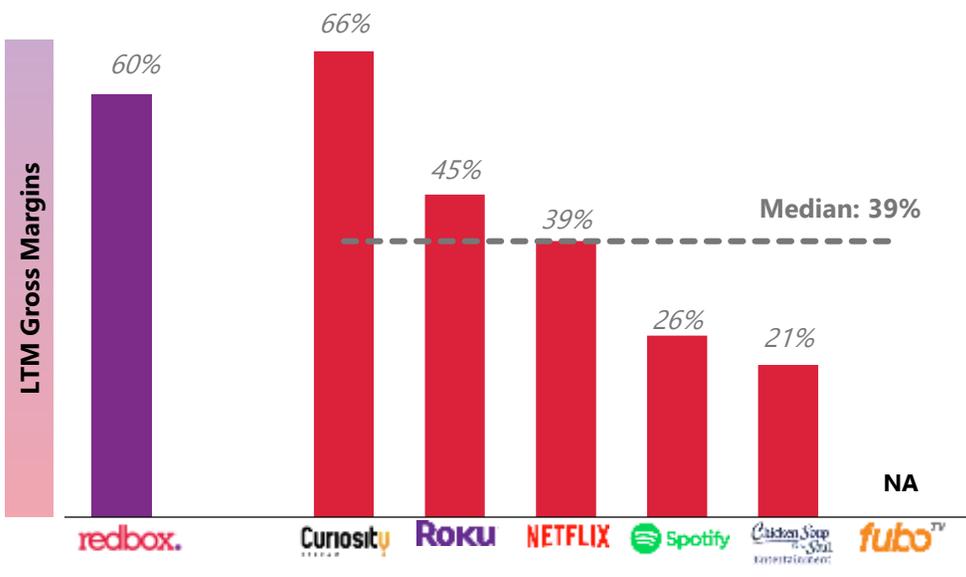
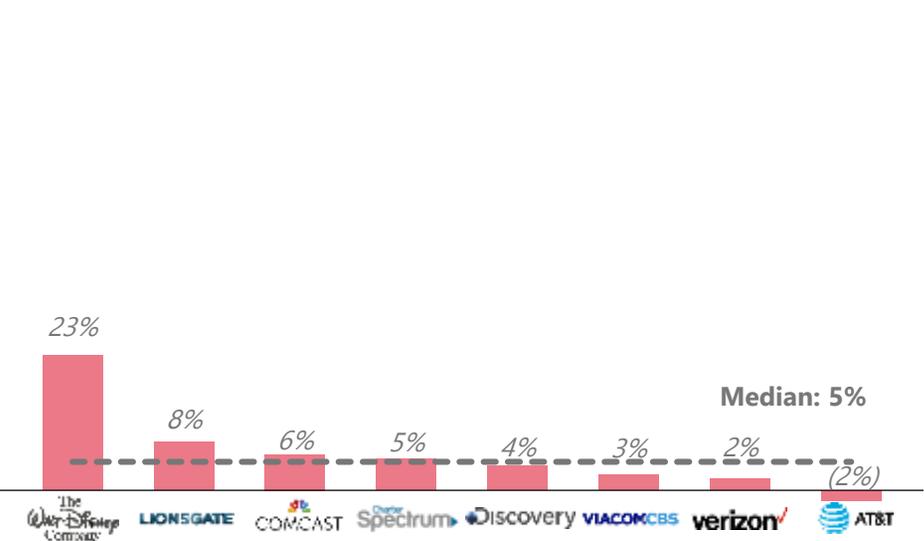
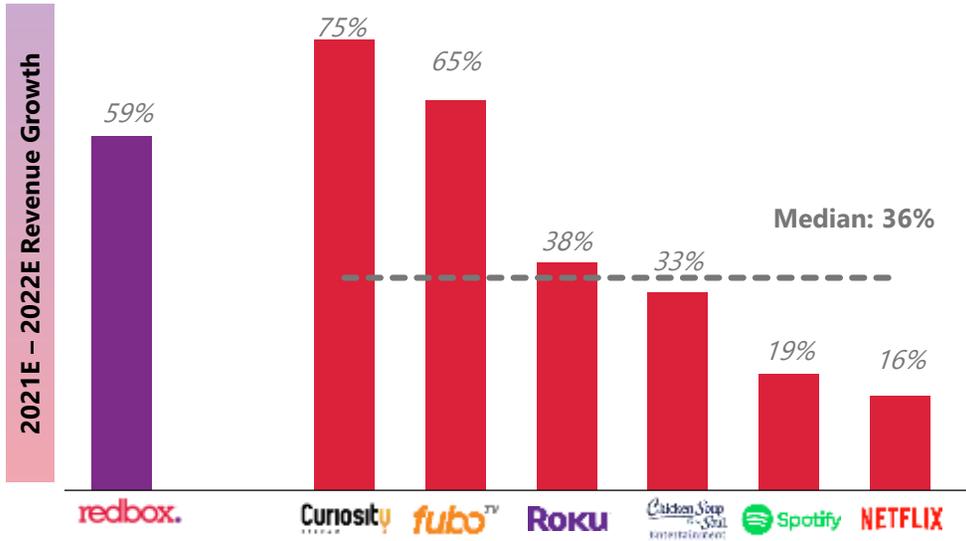


Source: Capital IQ as of 4/19/2021.
 Note: Redbox represents Adjusted EBITDA

Operational Benchmarking

Digital Platform Peers

Legacy Platform Peers



Source: Capital IQ as of 4/19/2021.

Redbox Meets all of the Criteria of an Ideal Target for SGAM

Criteria	Key Consideration
Financial Health	The Company generated \$114 million of Adjusted EBITDA (21% margins) in 2020, with a lack of content and lockdowns stemming from the COVID-19 pandemic, and expects to grow its Adjusted EBITDA at a compound annual growth rate of 28% through 2023
Transformational Circumstance	Proven success metrics for Redbox digital and Redbox owned content business meets public equity partnership to accelerate growth
Leading Industry Position	The Redbox model enjoys significant barriers to entry and is well positioned to convert its powerful and loyal customer base into its digital offering
Free Cash Flow	Redbox, on average, converts 80%+ of its Adjusted EBITDA directly into free cash flow, which is expected to grow 34% annually through 2023
Strong and Diverse Management	Current management has extensive industry and operational expertise and leverages a diverse and sophisticated team
Potential for Acquisitions	Redbox digital platform provides multiple opportunities to consolidate platform content, both horizontally and vertically
Benefit from Public Company	Access to public equity capital markets will help Redbox more effectively reach its operational goals as well as drive shareholder value
Extenuating Circumstances	COVID had a larger impact on Redbox's legacy business from shelter in place orders and exhibition closures impacting the release of new movies. Markets are reopening and new theatrical movies are now being released
Favorable Industry Outlook	The AVOD and SVOD markets are expected to be a \$44 billion market opportunity by 2022 alone and continue to grow in the years to come

Extraordinary Management Team Driving Innovation



Galen Smith
CEO

Morgan Stanley
Outerwall 



Kavita Suthar
CFO

 Grant Thornton
Outerwall 




Mike Chamberlain
COO

 coinstar
PACCAR



Mike Feldner
CMO

Walgreens

LCO
Mu Sigma



Stephen Lavin
CTO

Outerwall 
RedSky




Jason Kwong
Strategy

NETFLIX
 WARNER BROS.




Lori Flynn
Content



Sam Banayan
General Counsel

Outerwall 

ADELMAN & GETTLEMAN LTD

Digital Market is Growing

SVOD Market

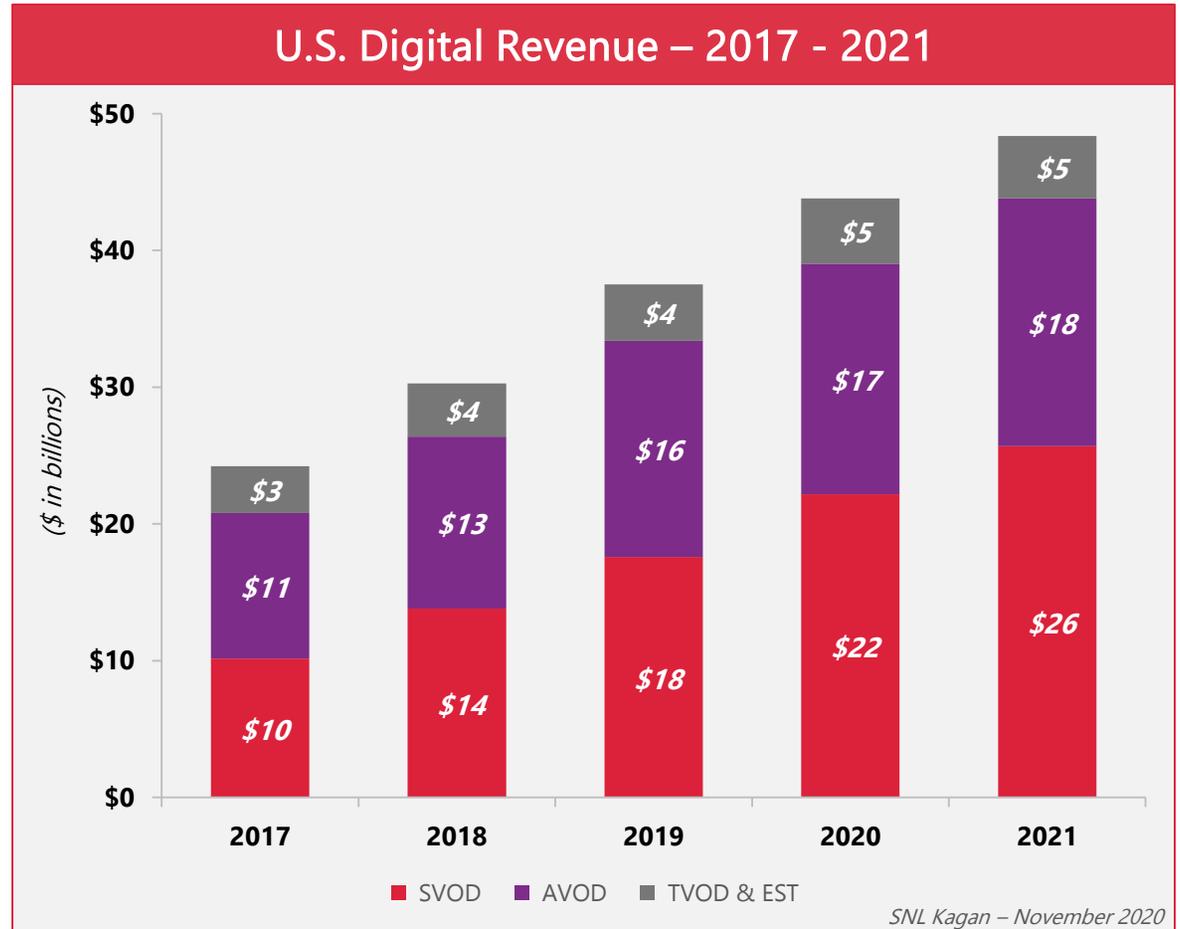
~\$26 Billion

By 2021

AVOD Market

~\$18 Billion

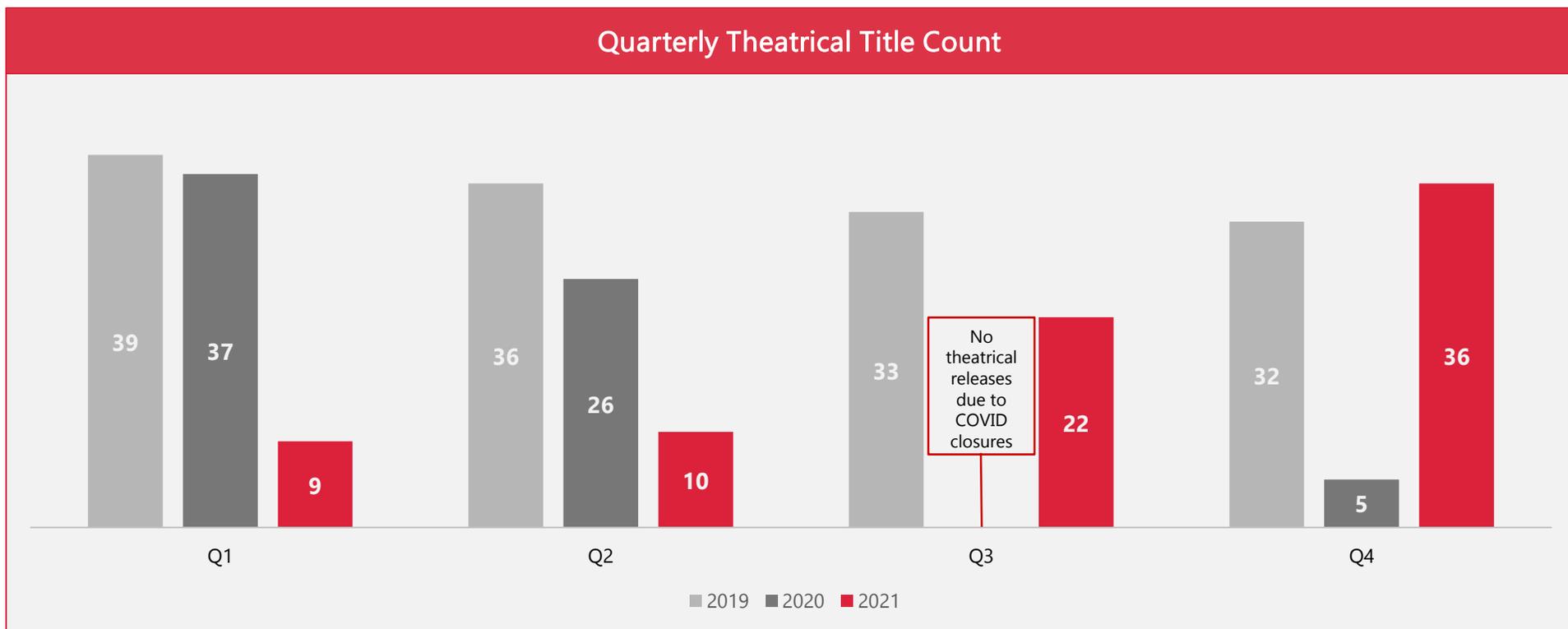
By 2021



Lack of Content Impacts Q2 2020 to Q2 2021 Results

COVID's major impact on the Hollywood ecosystem resulted in substantially fewer theatrical titles in FY 2020 relative to FY 2018 and FY 2019

- 2020 title count was materially lower than we typically see (>50%); in 2019 we released 140 titles and in 2018 we released 160 titles
 - Timing of release is also a large factor of rental volume in the year; if all titles are released late in the year, the financial impact will be shifted back
 - Title counts exclude PVOD titles released at \$19.99 or higher that never released at the box office and any title under \$5MM in box office as well as Redbox Original Content releases to provide a fair year over year comparable view
- 2021 titles build throughout the year with Q4'21 returning to normal release levels
- Quarterly comparisons starting with Q3'21 will be favorable



Summary Financials 2019-2023

(\$ in millions)	2019A	2020A	2021E	2022E	2023E	'20-'23 CAGR
Net Revenue:						
Redbox Legacy	\$809	\$506	\$498	\$712	\$728	12.8%
Redbox Digital	20	40	70	193	384	113.0%
Total Net Revenue	\$829	\$546	\$569	\$906	\$1,112	26.7%
<i>% Growth</i>	<i>(20.7%)</i>	<i>(34.1%)</i>	<i>4.1%</i>	<i>59.3%</i>	<i>22.8%</i>	
Gross Profit	\$498	\$325	\$338	\$507	\$566	20.3%
<i>% Margin</i>	<i>60.1%</i>	<i>59.5%</i>	<i>59.5%</i>	<i>56.0%</i>	<i>50.9%</i>	
Total Operating Costs	\$323	\$251	\$254	\$321	\$332	9.8%
One-time Addbacks	21	39	16	6	2	(62.9%)
Adj. EBITDA	\$196	\$114	\$101	\$193	\$237	27.6%
<i>% Margin</i>	<i>23.6%</i>	<i>20.8%</i>	<i>17.7%</i>	<i>21.3%</i>	<i>21.3%</i>	
Capital Expenditures	33	21	18	20	15	(11.5%)
Free Cash Flow	\$163	\$93	\$83	\$173	\$222	33.8%
<i>% Conversion</i>	<i>83.2%</i>	<i>81.5%</i>	<i>82.5%</i>	<i>89.8%</i>	<i>93.8%</i>	

Notes: Financial projections prepared post-COVID-19 pandemic. Timing of investments will impact benefit realized within years. Net income excludes public company costs
Free Cash Flow is defined as Adjusted EBITDA less total capital expenditures

Non-GAAP Reconciliations

Redbox Non-GAAP Reconciliation

\$ in MM	2019A	2020A	2021E	2022E	2023E
Net Income/(Loss)	\$ (26)	\$ (90)	\$ (113)	\$ 26	\$ 109
Depreciation and other	67	65	65	25	13
Amortization of goodwill and other intangible assets	93	93	93	93	68
Interest and other expense, net	42	33	34	16	5
Income tax expense / (benefit)	(7)	(26)	5	27	40
Non-core and non-recurring expenses	21	39	16	6	2
Discontinued Operations - Games	6	-	-	-	-
Adjusted EBITDA	\$ 196	\$ 114	\$ 101	\$ 193	\$ 237

Notes: Net income excludes public company costs. 2019A excludes discontinued Games business. Projections use Redbox management estimates. With respect to projections, see "Use of Projections" under "Disclaimer"

Capitalization and Leverage

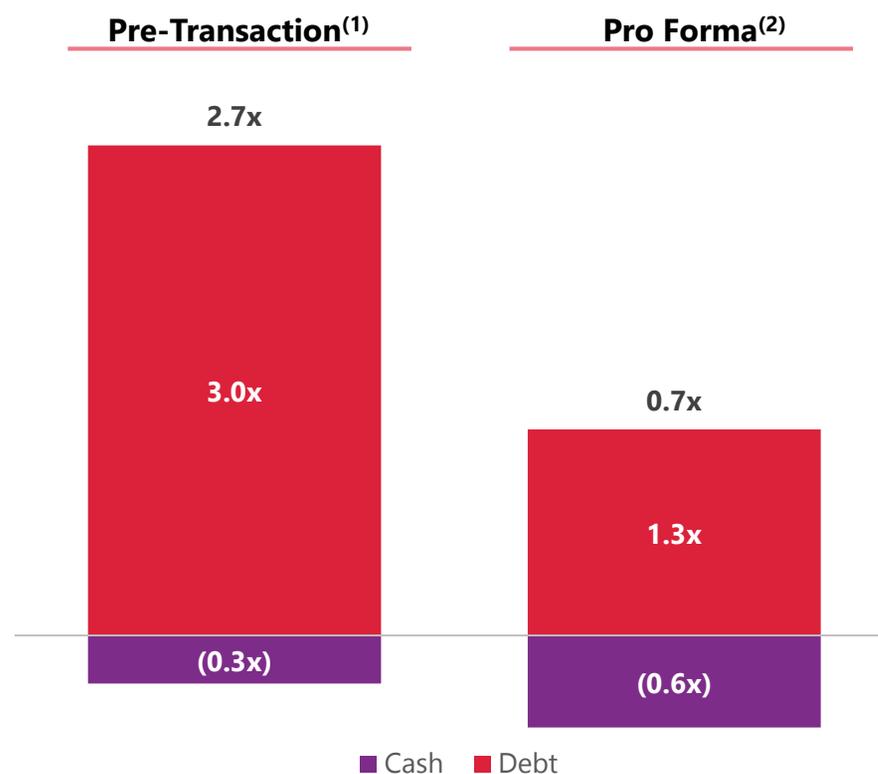
Summary Capitalization

(\$ in millions)

	Pre-Transaction	Pro Forma
Total Debt	\$344	\$244
Total Cash	(34)	(109)
Net Debt	\$310	\$135

Net Debt expected to decline by **~74%** from 2.7x to 0.7x as result of the transaction

Leverage Analysis



1. Pre-Transaction multiples calculated using 2020A Adjusted EBITDA of ~\$114 million
 2. Pro Forma multiples calculated using 2022E Adjusted EBITDA of ~\$193 million

Risk Factors

- Redbox faces competitive pressures from many other sources, including those using other distribution channels, having more experience, larger or more appealing inventory, better financing, and better relationships with those in the physical and streaming movie and television industries.
- The home video distribution market is rapidly evolving as newer technologies and distribution channels compete for market share, and we have experienced a secular decline in the physical rental market.
- Decreased quantity and quality of movie content availability for physical and digital distribution due to changes in quantity of new releases by studios, movie content failing to appeal to consumers' tastes, increased focus on digital sales and rentals, and other general industry-related factors, including financial disruptions, and labor conflicts may impact our revenue.
- The termination, non-renewal or renegotiation on materially adverse terms of our contracts or relationships with one or more of our significant retailers or studios could seriously harm our business, financial condition and results of operations.
- Our inability to obtain licenses to digital movie or television content for home entertainment viewing could adversely affect our business.
- We rely upon a number of partners to make our digital service available on their devices. Their performance may, including any outages, could negatively impact our results.
- We face risks, such as unforeseen costs and potential liability in connection with content we acquire, produce, license and/or distribute through our service.
- If the technology we use in operating our business fails, is unavailable, or does not operate to expectations, our business and results of operation could be adversely impacted.
- Demand for our products and services may be sensitive to pricing changes.
- As our business expands to provide new products and services, and as we continue our efforts to enhance the Redbox customer experience, we are increasing the amount of consumer data that we collect, transfer, retain and use as part of our business. These activities are subject to laws and regulations, as well as industry standards, in the jurisdictions in which our products and services are or may be made available.
- Our future operating results will depend significantly on our ability to continue to drive new and repeat use of our Redbox kiosks, continued development of digital offerings, our ability to develop and commercialize new products and services, such as third-party kiosk servicing line of business, and the costs incurred to do so.
- Failure to adequately comply with privacy notices, information security policies, standards or legal requirements or to adequately safeguard against breaches of such policies, standards or requirements could adversely affect our operations and could damage our business, reputation, financial position and results of operations.
- Any significant disruption in or unauthorized access to our computer systems or those of third parties that we utilize in our operations, including those relating to cybersecurity or arising from cyber-attacks, could result in a loss or degradation of service, unauthorized disclosure of data, including member and corporate information, or theft of intellectual property, including digital content assets, which could adversely impact our business.
- The application of existing laws and regulations, changes in laws or enactment of new laws and regulations, that apply, or may in the future apply, to our current or future products or services, changes in governmental authorities' interpretation of the application of various government regulations to our business, or the failure or inability to gain and retain required permits and approvals could materially and adversely affect our business.
- Events outside of our control, including the economic environment, or business interruption created by natural disasters or global pandemics, have negatively affected, and could continue to negatively affect, consumers' use of our products and services.
- The loss of key personnel or the inability of replacements to quickly and successfully perform in their new roles could adversely affect our business.
- Our ability to obtain additional funding in the future, if and as needed, through equity issuances or loans, or otherwise meet our current obligations to third parties, could be adversely affected if the economic environment continues to be difficult.
- We have debt outstanding and may incur additional debt in the future, which may adversely affect our financial condition and future financial results.
- If we are unable to meet our debt obligations, we could be forced to restructure or refinance such obligations, seek additional equity financing or sell assets, which we may not be able to do on satisfactory terms or at all.

Acronym Definitions

- **ARPU** – Average Revenue per User
- **AVOD** – Advertising Video On Demand
- **CPA** – Cost Per Acquisition
- **CRM** – Customer Relationship Management
- **EST** – Electronic Sell Through
- **FLTV** – Free Live TV
- **LOB** – Line of Business
- **LTD** – Life-to-Date
- **MAU** – Monthly Active Users
- **MVPD** – Multichannel Video Programming Distributor
- **vMVPD** – Virtual Multichannel Video Programming Distributor
- **PIPE** – Private Investment in Public Equity
- **PRM** – Previously Rented Movie
- **PVOD** – Premium Video on Demand
- **SVOD** – Subscription Video on Demand
- **TAM** – Total Addressable Market
- **TVOD** – Transactional Video On Demand
- **VOD** – Video on Demand

redbox.