

# SeaWorld Entertainment, Inc. Q1 2017 Fact Sheet









We are a leading theme park and entertainment company providing experiences that matter, and inspiring guests to protect animals and the wild wonders of our world.

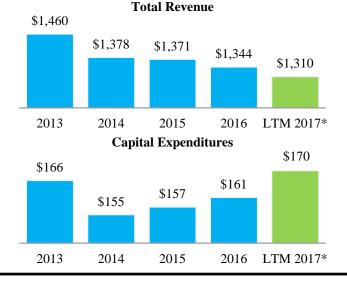


### **Differentiated, World-class Theme Parks**

- Large scale parks, including 4 of the top 20 parks by attendance in North America\*.
- Located in key markets: warm weather, sizable local populations, tourist destinations.
- Park clusters in 5 of our 6 markets;
  5 of our 12 theme parks are open year-round.
- One of the world's largest zoological collections.
- Our animal experts have helped more than 29,000 ill, injured, orphaned and abandoned animals.
- More than 600 rides and attractions that appeal to guests of all ages.
- Approximately 2,000 acres of owned land, with nearly 400 acres available for future development.

### In Millions, except per capita data

	2013	2014	2015	2016	LTM 2017*
Theme Park Attendance	23.391	22.399	22.471	22.000	21.509
Total Revenue per Capita	\$62.43	\$61.51	\$61.01	\$61.10	\$60.92
Total Revenue	\$1,460	\$1,378	\$1,371	\$1,344	\$1,310
Adjusted EBITDA <sup>1,2</sup>	\$439	\$370	\$361	\$332	\$308
Capital Expenditures	\$166	\$155	\$157	\$161	\$170



#### **Adjusted EBITDA** \$439 \$370 \$361 \$332 \$308 2013 2014 2015 2016 LTM 2017\* Total Revenue per Capita \$62.43 \$61.51 \$61.10 \$61.01 \$60.92 2013 2014 2015 2016 LTM 2017\*

\*Represents the twelve month period ended March 31, 2017 which does not include any Easter holiday and the related spring break benefit.











<sup>\*</sup> Source: Theme Index: The Global Attractions Attendance Report TEA/AECOM, 2016.



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# **2017 New Attractions:** Distinct Guest Experiences that are Fun and Meaningful





San Antonio, Opening in June





Williamsburg, Open Now!





**San Diego,** Opening in May





Orlando, Opening in June





San Diego, Opening in May



San Diego & Orlando Opening in June

### SeaWorld Entertainment, Inc. Investor Relations

Phone: (855) 797-8625 Email: Investors@seaworld.com

Website: www.seaworldinvestors.com

This fact sheet may contain forward-looking statements, reflecting management's expectations regarding future events and operating performance and speaks only as of May 9, 2017. These forward-looking statements involve a number of risks and uncertainties. A list of the factors that could cause actual results to differ materially are expressed in the Company's 2016 Annual Report on Form 10-K filed with the Securities and Exchange Commission ("SEC") as such risk factors may be updated from time to time in our periodic filings with the SEC.

This fact sheet was designed to provide a brief overview of SeaWorld Entertainment, Inc. You can obtain a complete description of the Company, its operations, and financial conditions by accessing its website at www.seaworldentertainment.com.

This fact sheet should not be construed as an offer to buy or sell securities.

NYSE Ticker: **SEAS** 

Global Headquarters: Orlando, Florida, USA

Website: www.seaworldentertainment.com

<sup>1</sup> This fact sheet includes metrics which are not calculated in accordance with the generally accepted accounting principles in the United States ("GAAP"), including Adjusted EBITDA. These metrics have important limitations and should not be considered in isolation or as a substitute for a measure of a company's financial performance or liquidity prepared in accordance with GAAP. In addition, these metrics, may not be comparable to similarly titled measures of other companies due to varying methods of calculations.

<sup>2</sup> Adjusted EBITDA is defined as net income (loss) before income tax expense, interest expense, depreciation and amortization, as further adjusted to exclude certain non-cash, and other items permitted in calculating covenant compliance under the credit agreement governing the company's Senior Secured Credit Facilities. See reconciliation of Adjusted EBITDA to its respective most comparable financial measure calculated in accordance with GAAP in the Investor Presentation slides found at www.seaworldinvestors.com.









