

## **Entravision Communications Corporation (EVC)**

Good Set-Up Pre-1Q: Cheap with Potential Catalysts From M&A and/or Higher Estimates; Buy

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With results set for May 5 after market close, we expect 1Q to beat our estimates, although it BUY could fall short of inflated consensus EBITDA, but stock set-up looks favorable regardless. The Price at 4/28/22 (USD) call will be at 5:00 pm ET, with dial-in 877 407-9716 (U.S.) or 201 493-6779 (international). 5.24 **Price Target** 8.50 For 1Q, although we doubt EVC will beat the 9.7% 1Q EBITDA margin implied by consensus, we 52-week range 3.71 - 9.34 do expect EVC to beat our EBITDA estimate. Our 1Q estimates for EVC are revenue of \$199.2m and adjusted EBITDA of \$16.0m vs. consensus of \$191.6m and \$18.5m, respectively. Our 1Q pro Performance (%) 1m 3m 12m forma digital revenue growth estimate of 43% is slightly above EVC's 39% prior pacing. We assume -18 -9 37 Absolute Cisneros revenue growth slows to 33% from 37% in 4Q, and a 2-year CAGR of 71% in 1Q vs. 65% in 4Q. In 1Q, FB--Cisneros' dominant media rep partner--posted slower rest-of-world (ROW) ad S&P 500 -6 -3 2 revenue growth of 21% vs. 28% in 4Q. However, FB's ROW 2-year CAGR actually accelerated to 469.5 Market Cap (USDm) 34% from 27%, directionally in line with our Cisneros estimates. For 1Q, we assume MediaDonuts revenue up 100%. Our TV revenue estimate of \$30.3m assumes retransmission revenue similar to Shares outstanding (m) 89.6 4Q and core ad growth slightly above the down 18% prior pacing given on the 4Q call. Our core 73 Float (%) radio ad revenue growth estimate is 7%, a bit above 6% prior pacing. We are comfortable with our core broadcast opex estimate of \$48.7m, up slightly from \$48.1m in 4Q. Average volume 390,232 EVC's depressed valuation reduces downside risk. On our 2022 estimates, EVC stock is trading at S&P 500 4,287.5 ~6x EV/EBITDA and P/FCF. The stock's 22% decline this year, while greater than the S&P 500's 10% Forecasts and ratios decline, is in line with the 31% decline posted by the 5 stocks we use as sector comps to measure the risks of EVC's digital business—FB, MELI, PERI, PUBM, and SFOR.L. Year ended 12/31 2021A 2022E 2023E 1Q EPS (USD) 0.06 0.04 0.07 However, catalysts from M&A and/or rising estimates would likely help to reverse EVC's slide. The clock is ticking on more M&A that moves the needle, and EVC has the dry powder to deliver, 2Q EPS (USD) 0.09 0.08 0.10 as we estimate that it has over \$200m of acquisition capacity. It has been almost 8 months since 3Q EPS (USD) 0.14 0.13 0.12 EVC's last major M&A announcement, which helped propel the stock to its 52-week high almost 6 months ago. The acquisition of 365 Digital announced with 3Q21 earnings in November looks 4Q EPS (USD) 0.04 0.12 0.14 promising given its TikTok partnership, but is small (accounting for under 5% of 2022E digital FY EPS (USD) 0.33 0.40 0.42 segment OCF). An operating beat could be a positive catalyst, in the current environment of uncertainty from the impact of Russia-Ukraine on the global economy and the choppier ad and 4% % Change NM 20% user metrics coming out of Meta, whose representation accounts for 75% of EVC's digital segment P/E (x) 15.7 13.1 12.6 revenue. We expect to hold or raise our 2022 EBITDA estimate (currently \$95m) after EVC gives its business update next week with earnings. EV/EBITDA(x) 6.6 6.0 5.8 Revenue (USDm) 760.2 942.2 1,007.4 Reaffirm \$8.50 price target; risks on page 3. Our PT is supported by a DCF valuation based on

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% Change

explicit financial forecasts through 2027.

24%

7%

121%

Figure 1: EVC Investment Thesis, Metrics and Valuation Summary

(in millions, except unit data) 12-month price target: \$8.50 **ENTERPRISE VALUE** COMPANY CHARACTERISTICS AND INVESTMENT THESIS Company description \$5.24 Entravision is a multimedia company focused primarily on Spanish-language markets globally. Price per share Diluted shares outstanding The company operates a digital media segment serving the U.S. and roughly 30 international Equity market capitalization 470 markets, 49 TV stations (mostly Univision network affiliates) in 16 of the top-50 U.S. Hispanic markets, and 46 radio stations (37 FM and 9 AM) as well as a radio network with distribution to +Pro forma net debt 144 over 100 U.S. markets. The company's 2021 revenue by segment was 73% from digital, 19% from Hidden value =Pro forma EV \$583 TV, and 8% from audio. TelevisaUnivision owns ~11% of Entravision's stock. On August 2, 2000, Entravision completed an initial public offering at \$16.50 per share of its Class A common stock, OPERATING PROJECTIONS which is listed on the NYSE under the symbol "EVC." Strategy Expand digital media operations into fast-growing markets outside the United States and manage Pro forma net revenue for free cash flow and asset value TV-driven broadcast local platforms in U.S. Hispanic markets 778 Est. acquisition capacity 2021 % Chg 21.5% Management Walter Ulloa is Chairman and CEO (since 1996). Jeffrey Liberman is President and COO (since Pro forma EBITDA 2017 and with EVC since 2000). Christopher Young is CFO (since 2008 and with EVC since 2000). 2022 2021 \* Experience in expanding distribution in smaller, faster-growing markets, both in U.S. and internationally Pro forma EBITDA margin \* Reduced expense base during and after the pandemic \* Strong balance sheet 2022 10.2% \* Most of its TV stations affiliated with leading U.S. Spanish language network Univision Free cash flow per share \* U.S. Hispanic buying power growing faster than general market \$0.85 \* Secular growth in U.S. political advertising spending
\* Loss of broadcast audience and advertising share to digital alternatives 2021 Risks \$0.90 % Chq -5.6% \* Volatility of international media business, reflecting early stage and potential competition Est. 3-5 yr FCF Growth rate 7% Competition with Televisa Univision's expanding direct to consumer business  $\hbox{$^*$ Televisa Univision relationship through TV network affiliations and Televisa Univision's ownership}\\$ VALUATION AND LEVERAGE Pro forma EV/EBITDA stake may limit strategic flexibility Impact of sudden advertising declines on cash flow (e.g., in 2009 and 2020) 2022 6.0x \* Management succession plan (CEO has majority voting power) 2021 6.6x Price / Free cash flow per share Attributing ~80% of firm value to digital media business 2022 6.2x 2021 September 2021 - acquired remaining 49% interest in Cisneros Interactive for \$84 million. July Pro forma net debt / EBITDA Recent events 2021 – announced acquisition of MediaDonuts AsiaPac digital media business for \$36 million 2022 1.5x October 2020 - acquired 51% stake in Cisneros Interactive for \$29 million. May 2020 - announced 2021 substantial expense costs targeting broadcast operations. Dividend yield 2021/22 rebound in U.S. Hispanic employment and spending as pandemic recedes - Additional 2022 1.9% Upcoming potential catalysts digital media M&A - 2022 U.S. midterm election ad spending 2021 EVC Stock Price vs. S&P 500 (Last 3 Years) \$10.00 Nov 2021: 3Q21 results and pacing netting to outlook in line with but operating leverage less than ICR estimates 6.000.00 \$9.00 5.000.00 Feb 2020: market \$8.00 decline based on COVID-19 news 4,000.00 \$6.00 9/1/21: EVC acquires remaining 49% \$5.00 3,000.00 6/9/21: EVC announces deal for MediaDonut EVC stake in Cisneros Interactive ---SPX 10/15/20: EVC acquires 51% stake 2,000.00 \$3.00 in Cisneros \$2.00 11/5/20:3Q20 1,000.00 results with ~80% adj. EBITDA growth \$1.00 & strong 4Q pacings \$0.00 0.00 17812 7.59.5 West Stely. 21/8/12

Source: Yahoo Finance, NASDAQ, company data and Industry Capital Research estimates

## Investment Thesis and Valuation: Buy With \$8.50 Price Target

Positives supporting our Buy rating include: 1) EVC's share price is not fully capturing the potential of digital media acquisitions in 2020-21 because their higher growth and different business models are more difficult for investors to assess; 2) EVC's lower post-pandemic expense base looks sustainable; 3) apart from the industry-wide pressure on auto advertising because of supply shortages, and any transitional risks introduced by measures to mitigate Covid-19 variants, operating risk at the core U.S. media business should be ebbing based on the cyclical rebound in the U.S. Hispanic economy and secular growth of political advertising; 4) relative stability of net retransmission fee revenue (42% of 2021 EBITDA) and pro forma net debt leverage under 3x enhance management's longer-term options; and 5) our DCF valuation supports substantial stock price upside over the next 12 months.

Our DCF-based 12-month price target is a weighted average of projected equity valuations at year-end 2022 and 2023. First, we adjust the current net debt with the estimated free cash flow to be generated by each valuation date. Second, we adjust the current net debt for any estimated payments remaining on the acquisitions (e.g., earnouts), which are currently scheduled to occur from early 2022 to 2025. Finally, we value EVC both using a weighted average cost of capital (WACC) reflecting its own stock price trading and using separate WACCs for its broadcast and digital media businesses based on sector comparables, applied to separate free cash flow forecasts for each of these businesses. The results of these two methods set the range for our valuation, with the EVC-specific method incorporating market data on EVC shares' actual volatility setting the upper bound, and the sector method relying on measures of risk of comparables setting the lower bound. Note that in our DCF, for our terminal value estimates, we assume that capex equals D&A, which results in a substantially higher capex estimate than in our financial statement forecasts because capex should be like D&A for a terminal value forecast, to support the need for an asset base in perpetuity.

Risks to our investment thesis include: 1) sensitivity of EVC's advertising-based businesses to macroeconomic shocks, 2) potential volatility of EVC's digital media business, given its increasing focus on emerging markets, its dependence on a small number of commercial relationships with media tech platforms, and increasing competition, 3) secular challenges and potentially increasing competition from TelevisaUnivision for EVC's U.S. broadcast media business, 4) potential barriers to sale of all or a portion of the company, and 5) risk of regression to mean in share price performance given shares' substantial appreciation relative to the overall market and sector peers over the past year.

Figure 2: We expect 1Q will more likely beat than meet our estimates

Entravision C					
Summary of Qu	-	timates			
In millions, except p	er share data				
		Estimates	YoY %CHG		ICR vs
	Last Yr	Current	Current	Consensus	Consensus
1Q22E					
Pro Forma *					
Revenue	\$156.9	\$199.2	27.0%		
Op Expense	142.5	183.3	28.6%		
Adjusted EBITDA	14.4	16.0	10.8%		
As Reported					
Revenue	148.9	199.2	33.8%	191.6	4.0%
Op Expense	134.7	183.3	36.1%		
Adjusted EBITDA	14.2	16.0	12.6%	18.5	-13.6%
Margin	9.5%	8.0%	'	9.7%	-1.6%
Pro Forma EPS	\$0.06	\$0.04	-33.3%	\$0.08	-50.0%
FCF/sh (core)	\$0.15	\$0.12	-20.0%		

<sup>\*</sup> reflects announced acquisitions and dispositions

Source: Company reports, FactSet, Industry Capital Research estimates

Figure 3: For full-year 2022, we see potential upside to our EBITDA margin and thus EBITDA estimates

Summary of A	nnual Esti	imates			
In millions, except p	oer share data	ı			
		Estimates	YoY %CHG		ICR vs
	Last Yr	Current	Current	Consensus	Consensus
2022E					
Pro Forma *					
Revenue	778.1	942.2	21.1%		
Op expense	689.5	847.2	22.9%		
Adjusted EBITDA	88.6	95.0	7.3%		
As Reported					
Revenue	760.2	942.2	23.9%	909	3.6%
Op expense	672.2	847.2	26.0%		
Adjusted EBITDA	88.0	95.0	7.9%	92	3.1%
Margin	11.6%	10.1%		10.1%	-0.1%
EPS	\$0.33	\$0.40	20.1%	\$0.51	-21.5%
Cash FCF/sh	\$0.90	\$0.83	-7.8%		
2023E					
Pro Forma *					
Revenue	942.2	1,007.4	6.9%		
Op expense	847.2	908.1	7.2%		
Adjusted EBITDA	95.0	99.3	4.5%		
As Reported					
Revenue	942.2	1,007.4	6.9%		
Op expense	847.2	908.1	7.2%		
Adjusted EBITDA	95.0	99.3	4.5%	100	-0.7%
Margin	10.1%	9.9%			
EPS	\$0.40	\$0.42	3.7%		
Cash FCF/sh	\$0.83	\$0.73	-12.0%		

**Entravision Communications Corporation (EVC)** 



Figure 4: Digital Segment forecast separates Legacy Digital from Cisneros, MediaDonuts and 365 Digital acquisitions

Section   Sect	In millions, except unit data	20104	20204	1031	2021	2021	4021	20214	10335	20225	20225	40335	20225	20225
Second   S	Logony	2019A	2020A	1Q21	2Q21	3Q21	4Q21	2021A	1Q22E	2Q22E	3Q22E	4Q22E	2022E	2023E
Case of the reverse is a continue of the conti		\$68.9	\$54.1	\$13.0	\$15.3	\$17.4	\$23.0	\$68.7	\$21.0	\$20.3	\$22.1	\$24.2	\$87.5	\$92.6
Signer econd reference   123   24.5   5.9   5.6   6.3   5.8   23.8   10.0   16.0   16.0   12.2   3.3   3.5														
COT Conference														
Cord Margines Standard Market Margines Standard Margines Standard Margines Standard Margines Standard Margines Margi														3.6
Augustions Stand Alarem   194   201   20								-					_	3.9%
Guerne nomeneme		0.270	2.570	2.570	0.070	5.270	27.17.0	0.570	21070	0.070	51170	11.576	51175	5.570
Summary Conference   1362   291.7   77.6   190.4   204.7   119.1   200.7   202.9   111.9   219.6   111.4   200.5   2		159.4	233.3	88.5	114.9	116.6	133.8	453.9	117.3	132.7	144.2	177.7	571.9	634.6
Glueren gove ex cont of revenue  12 2 374 6 4 6 3 5 0 7,1 20 20 7,9 8.2 5.8 8.1 828 31.1 16.0 Content Of Conte							_							555.4
Column														33.2
Medialborals revenue  00 285 8.0 93 121 188 488 160 150 18 123 123 125 136 145 145 145 145 145 145 145 145 145 145			14.2							8.6				46.0
Medablounds card reference  00 203 6 6 6 3 37 147 373 120 119 129 129 539 539 100 100 100 100 100 100 100 100 100 10	CI OCF Margin	6.2%	6.1%	7.1%	7.2%	5.9%	5.7%	6.4%	5.6%	6.5%	6.5%	6.5%	6.3%	7.2%
Mediational gover ecost of rennum  Size of the rennum  Mediational gover ecost of rennum  Size of the renn	MediaDonuts revenue	0.0	28.5	8.0	9.9	12.1	18.8	48.8	16.0	15.8	17.2	25.2	74.2	80.5
MediaDound OC	MediaDonuts cost of revenue	0.0	20.9	6.0	6.9	9.7	14.7	37.3	12.0	11.9	12.9	18.9	55.7	60.4
MOCK Margin   17.7%   2.0%   3.1%   7.5%   9.7%   9.7%   6.0%   10.0%   12.9	MediaDonuts opex ex-cost of revenue	0.0	2.5	1.8	2.7	1.5	2.3	8.2	2.9	2.2	2.4	3.3	10.9	10.5
So renum	MediaDonuts OCF	0.0	5.0	0.2	0.3	0.9	1.8	3.3	1.1	1.7		3.0	7.7	9.6
Second reference	MD OCF Margin		17.7%	3.0%	3.1%	7.5%	9.7%	6.7%	6.6%	10.9%	10.9%	11.9%	10.3%	11.9%
Six opens cont of revenue	365 revenue	0.0	0.0	0.0	0.0	0.0	1.9	1.9	2.2	4.6	5.0	6.2	18.0	28.0
SSOCT Adaption   100	365 cost of revenue	0.0	0.0	0.0	0.0	0.0	1.5	1.5	1.8	3.7	4.0	4.9	14.4	22.4
1.00   1.00	365 opex ex-cost of revenue	0.0	0.0	0.0	0.0	0.0	0.2	0.2	0.3	0.5	0.5	0.4	1.7	3.4
Acquisition-pri Anguerness Clienters revenue Clienters control frevenue Clienters cont of frevenue Clienters control frevenue Medializations spice excost of frevenue Medializations of frevenue Medializations spice excost of frevenue Medialization	365 OCF	0.0	0.0	0.0	0.0	0.0	0.2	0.2	0.1	0.5	0.5	0.8	1.9	2.2
Clumers costed revenue	365 OCF Margin		10.0%	16.9%	16.9%	44.2%	11.5%	11.5%	5.0%	10.0%	10.0%	13.4%	10.6%	7.8%
Common page reserved reference	Acquisitions-PF Adjustments													
Common posses executed of revenue   1.0	Cisneros revenue													
Common Coff   Medicilization servers   Medicilization state of reverse   Medicilization state of reverse   1.0   0.0	Cisneros cost of revenue													
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Medialbours care of revenue Medialbours care of revenue Medialbours COF Medial	Cisneros OCF			(0.1)	(0.1)	(0.1)	(0.1)	(0.5)						
Medialbounts spee sector frevenue Medialbounts spee sector of revenue 36 open sector of revenue 38 open sector of revenue 38 open sector of revenue 38 open sector of revenue 39 open sector of revenue 39 open sector of revenue 30 open sector of revenue	MediaDonuts revenue													
Media Dents OCT 550 reneme 550 cost of revenue						_								
Sign remarks					0.0		0.0							
Second freenume   150			(1.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)						
Signer of executed Freedress   Signer														
Sign Off														
Acquisitions-Professal   194														
Clienters exeruer   1954   233   88.5   114.9   116.6   138.8   43.8   117.3   127.   144.2   177.7   571.9   634.														
Clienters out of revenue  136.2   201.7   77.6   100.4   104.7   119.1   401.7   119.9   119.9   129.4   118.1   596.3   555.   Clienters ot of revenue   13.2   17.4   4.8   6.4   5.2   7.2   23.6   6.5   8.6   9.4   11.5   8.0   46.0   COF Morgin  6.28   6.98   6.99   7.18   5.88   5.68   6.58														
Cliners Oper secret of revenue   132   174   48   64   5.2   7.2   23.6   7.9   8.2   5.4   8.1   29.6   3.8														634.6
Ginerico OCF OF Morgin  6.28 6.18 6.29 7.18 5.89 5.96 6.58 6.50 8.6 5.9 6.36 6.38 6.38 7.22  Medial Dounts revenue  7. 28.5 8.0 9.9 12.1 18.8 48.8 16.0 15.8 17.2 25.2 74.2 8.0  Medial Dounts cot of revenue  8. 28.5 8.0 9.9 12.1 18.8 48.8 16.0 15.8 17.2 25.2 74.2 8.0  Medial Dounts cot of revenue  9. 29.9 6.0 6.9 9.7 11.7 37.3 12.0 11.9 12.9 12.9 12.9 12.0  Medial Dounts oper ser-cost of revenue  9. 0.0 0.0 0.0 0.0 1.5 15 2.3 8.3 12.0 11.9 12.9 12.9 12.0  OCF Morgin  856 revenue  9. 0.0 0.0 0.0 0.0 0.0 1.5 1.5 1.8 8.7 4.0 4.9 14.4 22.  856 cost of revenue  9. 0.0 0.0 0.0 0.0 0.0 1.5 1.5 1.5 1.8 3.7 4.0 4.9 14.4 22.  856 cost of revenue  9. 0.0 0.0 0.0 0.0 0.0 0.0 1.5 1.5 1.5 1.8 3.7 4.0 4.9 14.4 22.  858 Cost of revenue  9. 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0														555.4
OF Margin   6.2%   6.1%   6.9%   7.1%   5.8%   5.6%   6.3%   6.3%   6.5%   6.														33.2
Media Dounts rote of revenue  Media Dounts cord for revenue  M														46.0
MedialDounts cost of revenue  MedialDounts cost of revenue  35	-	6.2%												7.2%
MediaDounts oper excost of revenue     3.5														
Media Douts OF OF Margin  Sis revenue  0.0 0.0 0.0 0.0 0.0 1.9 1.9 1.9 2.2 4.6 5.0 6.2 18.0 28.  Sis Cost of revenue  0.0 0.0 0.0 0.0 0.0 1.5 1.5 1.8 3.7 4.0 4.9 4.9 14.4 22.2 36.5 opes ex-cost of revenue  0.0 0.0 0.0 0.0 0.0 0.0 0.2 0.2 0.2 0.3 0.5 0.5 0.4 1.7 3.  Sis Coff Margin  Sis Cost of revenue  0.0 0.0 0.0 0.0 0.0 0.0 0.2 0.2 0.2 0.3 0.5 0.5 0.4 1.7 3.  Sis Coff Margin  Acquisitions. Algustments to Reported  Cliners of revenue  (159.4) (144.1) 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.														
OF Margin   See Freening   See Free Freening   See Freening   See Free Freening   See Free Free Freening   See Free Free Free Free Free Free Free			-											
Sign Servenue			4.0	0.2	0.3	0.9	1.8	3.2	1.1	1.7	1.9	3.0	7.7	9.6
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Acquisitions-Adjustments to Reported   (1594)   (144.1)   0.0			0.0	0.0	0.0	0.0	0.2	0.2	0.1	0.5	0.5	0.8	1.9	2.2
Claneros revenue   (159.4)   (144.1)   0.0   0														
Claneros cost of revenue (136.2) (125.4) 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.		(150.4)	(144.1)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0		0.0	0.0
Cisneros opex ex-cost of revenue  (13.2) (11.12) 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.														
Caseros OCF pre-minority interest   (9,9)   (7,5)   (0,0)   (0,0)   (0,0)   (17,9)   (0,0)   (17,9)   (0,0)														
MediaDonuts revenue														
MediaDonuts cost of revenue														
MediaDonuts Opex sex-cost of revenue   0.0   (3.5)   -1.8   -2.7   0.0   0.0   (4.4)   0.0   0														0.0
MediaDonuts OCF pre-minority interest         0.0         (4.0)         -0.2         -0.3         0.0         0.0         (0.5)         0.0														
Memo: MediaDonuts minority interest														0.0
365 revenue 0,0 (0,0) 0,0 0,0 0,0 0,0 (0,0) 0,0 0,0 0,0 0,0 0,0 0,0 0,0 0,0 0,0				-0.2	-0.5	0.0	0.0		0.0	0.0	0.0	0.0		0.0
365 cost of revenue 0.0 (0.0) 0.0 0.0 0.0 0.0 (0.0) 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0				0.0	0.0	0.0	0.0		0.0	0.0	0.0	0.0		0.0
365 opex ex-cost of revenue														0.0
365 OCF pre-minority interest 0.0 (0.0) 0.0 0.0 0.0 0.0 (0.0) 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0	_													0.0
Memo: 365 minority interest   0.0														0.0
Acquisitions-As Reported         89.2         88.5         114.9         116.6         133.8         453.9         117.3         132.7         144.2         177.7         571.9         634.           Cisneros opex         0.0         76.3         77.6         100.4         104.7         119.1         401.7         102.9         115.9         129.4         158.1         506.3         555.           Cisneros opex         0.0         6.1         4.8         6.4         5.2         7.2         23.6         7.9         8.2         5.4         8.1         29.6         33.           Cisneros OCF         0.0         0.6         6.8         6.1         8.1         6.8         7.5         28.6         6.5         8.6         9.4         11.5         36.0         48.6           MediaDonuts revenue         0.0         0.0         0.0         12.1         18.8         30.9         16.0         15.8         17.2         25.2         74.2         80.           MediaDonuts octs of revenue         0.0         0.0         0.0         15.5         2.3         3.8         2.9         2.2         2.4         3.3         10.9         7.7         9.           365 cost of revenue	Memo: '365 minority interest						5.5							0.0
Cisneros revenue			5.5											
Cisneros cost of revenue 0.0 76.3 77.6 100.4 104.7 119.1 401.7 102.9 115.9 129.4 158.1 506.3 555. Cisneros opex 0.0 6.1 4.8 6.4 5.2 7.2 23.6 7.9 8.2 5.4 8.1 29.6 33.6 0.0 6.1 8.1 6.8 7.5 28.6 6.5 8.6 9.4 11.5 36.0 46.0 MediaDonuts revenue 0.0 0.0 0.0 0.0 12.1 18.8 30.9 16.0 15.8 17.2 25.2 74.2 80.0 MediaDonuts cost of revenue 0.0 0.0 0.0 0.0 9.7 14.7 24.4 12.0 11.9 12.9 18.9 55.7 60.0 MediaDonuts opex 0.0 0.0 0.0 0.0 1.5 2.3 3.8 2.9 2.2 2.4 3.3 10.9 10.0 MediaDonuts OCF 0.0 0.0 0.0 0.0 0.0 1.5 2.3 3.8 2.9 2.2 2.4 3.3 10.9 10.0 MediaDonuts OCF 0.0 0.0 0.0 0.0 0.0 1.5 2.3 3.8 2.9 2.2 2.4 3.3 10.9 10.0 MediaDonuts OCF 0.0 0.0 0.0 0.0 0.0 1.5 1.5 1.5 1.8 3.7 4.0 4.9 14.4 22.0 365 opex 365 oots of revenue 0.0 0.0 0.0 0.0 0.0 1.5 1.5 1.5 1.8 3.7 4.0 4.9 14.4 22.3 365 opex 365 Oots of revenue 0.0 0.0 0.0 0.0 0.0 0.0 0.2 0.2 0.2 0.3 0.5 0.5 0.4 1.7 3.0 365 OCF 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.2 0.2 0.2		0.0	89.2	88.5	114.9	116.6	133.8	453.9	117.3	132.7	144.2	177.7	571.9	634.6
Cisneros opex														555.4
Cisneros OCF 0.0 6.8 6.1 8.1 6.8 7.5 28.6 6.5 8.6 9.4 11.5 36.0 46.1 MediaDonuts revenue 0.0 0.0 0.0 12.1 18.8 30.9 16.0 15.8 17.2 25.2 74.2 80.0 MediaDonuts cost of revenue 0.0 0.0 0.0 0.0 12.1 18.8 30.9 16.0 15.8 17.2 25.2 74.2 80.0 MediaDonuts cost of revenue 0.0 0.0 0.0 0.0 1.5 2.3 3.8 2.9 2.2 2.4 3.3 10.9 10.0 MediaDonuts OCF 0.0 0.0 0.0 0.0 1.5 2.3 3.8 2.9 2.2 2.4 3.3 10.9 10.0 MediaDonuts OCF 0.0 0.0 0.0 0.0 1.5 2.3 3.8 2.9 2.2 2.4 3.3 10.9 10.0 MediaDonuts OCF 0.0 0.0 0.0 0.0 1.5 1.5 1.5 1.8 3.7 4.0 4.9 14.4 2.2 365 cost of revenue 0.0 0.0 0.0 0.0 0.0 1.5 1.5 1.5 1.8 3.7 4.0 4.9 14.4 2.2 365 opex 0.0 0.0 0.0 0.0 0.0 0.0 0.2 0.2 0.3 0.5 0.5 0.4 1.7 3.0 365 OCF 0.0 0.0 0.0 0.0 0.0 0.2 0.2 0.2 0.3 0.5 0.5 0.4 1.7 3.0 365 OCF 0.0 0.0 0.0 0.0 0.0 0.0 0.2 0.2 0.2 0.3 0.5 0.5 0.8 1.9 0.2 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0 0.0														33.2
MediaDonuts revenue     0.0     0.0     0.0     0.0     12.1     18.8     30.9     16.0     15.8     17.2     25.2     74.2     80.       MediaDonuts cost of revenue     0.0     0.0     0.0     9.7     14.7     224.4     12.0     11.9     12.9     18.9     55.7     60.       MediaDonuts OCF     0.0     0.0     0.0     0.0     0.9     1.8     2.7     1.1     1.7     1.9     3.0     7.7     9.       365 revenue     0.0     0.0     0.0     0.0     0.0     1.9     1.9     2.2     2.4     6.5     6.2     18.0     28.       365 cost of revenue     0.0     0.0     0.0     0.0     0.0     1.5     1.5     1.8     3.7     4.0     4.9     14.4     22.       365 cost of revenue     0.0     0.0     0.0     0.0     0.0     0.2     0.2     0.2     0.3     0.5     0.5     0.4     1.7     3.0       365 COST     0.0     0.0     0.0     0.0     0.0     0.2     0.2     0.2     0.3     0.5     0.5     0.4     1.7     3.0       365 OCF     0.0     0.0     0.0     0.0     0.0     0.0     0.2<														46.0
MediaDonuts cost of revenue     0.0     0.0     0.0     9,7     14,7     24,4     12,0     11.9     12.9     18.9     55,7     60.       MediaDonuts pox     0.0     0.0     0.0     1,5     2,3     3.8     2.9     2,2     2,4     3,3     10.9     11.0       MediaDonuts pox     0.0     0.0     0.0     0.0     1,5     2,3     3,8     2,9     2,2     2,4     3,3     10,9     10,9       365 revenue     0.0     0.0     0.0     0.0     0.0     1,9     1,9     2,2     4,6     5,0     6,2     18.0     2,8       365 cost of revenue     0.0     0.0     0.0     0.0     0.0     1,5     1,5     1,8     3,7     4,0     4,9     14,4     2,2       365 opex     0.0     0.0     0.0     0.0     0.0     0.2     0.2     0.3     0.5     0.5     0.4     1,4     2,2       365 OSCF     0.0     0.0     0.0     0.0     0.0     0.2     0.2     0.2     0.1     0.5     0.5     0.4     1,4     2,2       Digital revenue     68,9     143.3     101.5     130.2     146.1     177.5     555.3     156.5														80.5
MediaDonuts opex     0.0     0.0     0.0     0.0     1.5     2.3     3.8     2.9     2.2     2.4     3.3     10.9     10.       MediaDonuts OCF     0.0     0.0     0.0     0.0     0.9     1.8     2.7     1.1     1.7     1.9     3.0     7.7     30.       365 revenue     0.0     0.0     0.0     0.0     1.9     1.9     2.2     4.6     5.0     6.2     18.0     28.       365 cost of revenue     0.0     0.0     0.0     0.0     0.0     1.5     1.5     1.8     3.7     4.0     4.9     14.4     22.       365 OCF     0.0     0.0     0.0     0.0     0.0     0.2     0.2     0.3     0.5     0.5     0.8     1.7     3.3       Digital revenue       Digital revenue     68.9     143.3     101.5     130.2     146.1     177.5     555.3     156.5     173.4     188.5     233.2     751.7     83.       Digital cost of revenue     36.8     106.9     85.0     109.0     124.3     148.399     466.7     128.6     142.9     159.0     195.8     626.2     691.					0.0					11.9				60.4
MediaDonuts OCF     0.0     0.0     0.0     0.0     0.9     1.8     2.7     1.1     1.7     1.9     3.0     7.7     9.0       365 revenue     0.0     0.0     0.0     0.0     0.0     1.9     1.9     2.2     4.6     5.0     6.2     18.0     28.       365 cost of revenue     0.0     0.0     0.0     0.0     0.5     1.5     1.5     1.8     3.7     4.0     4.9     14.4     22.       365 OCF     0.0     0.0     0.0     0.0     0.0     0.2     0.2     0.3     0.5     0.5     0.4     1.7     3.3       365 OCF     0.0     0.0     0.0     0.0     0.0     0.2     0.2     0.2     0.3     0.5     0.5     0.4     1.7     3.0       Digital segment as reported     0.0     0.0     1.0     1.0     1.77.5     555.3     156.5     173.4     188.5     233.2     751.7     83.       Digital revenue     36.8     106.9     85.0     109.0     124.3     148.399     466.7     128.6     142.9     159.0     195.8     626.2     691.       Digital cost of revenue     32.3     30.6     10.6     12.0     13.2     15.5														10.5
365 revenue 0.0 0.0 0.0 0.0 1.9 1.9 2.2 4.6 5.0 6.2 18.0 28. 365 cost of revenue 0.0 0.0 0.0 0.0 0.0 1.5 1.5 1.8 3.7 4.0 4.9 14.4 22. 365 cost of revenue 0.0 0.0 0.0 0.0 0.0 0.2 0.2 0.2 0.3 0.5 0.5 0.4 1.7 2. 365 OCF 0.0 0.0 0.0 0.0 0.2 0.2 0.2 0.1 0.5 0.5 0.8 1.9 2.  Digital revenue 68.9 143.3 101.5 130.2 146.1 177.5 555.3 156.5 173.4 188.5 233.2 751.7 835.  Digital revenue 36.8 106.9 85.0 109.0 124.3 148.39 466.7 128.6 142.9 159.0 195.8 626.2 691.  Digital opex 32.3 3.06 10.6 12.0 13.2 15.5 51.4 19.8 19.5 16.5 21.1 76.9 83.				0.0			_							9.6
365 cost of revenue 0.0 0.0 0.0 0.0 1.5 1.5 1.8 3.7 4.0 4.9 14.4 22. 365 opex 0.0 0.0 0.0 0.0 0.0 0.2 0.2 0.3 0.5 0.5 0.4 1.7 3. 365 OCF 0.0 0.0 0.0 0.0 0.2 0.2 0.1 0.5 0.5 0.8 1.9 2.  Digital revenue 68.9 143.3 101.5 130.2 146.1 177.5 555.3 156.5 173.4 188.5 233.2 751.7 835.  Digital revenue 36.8 106.9 85.0 109.0 124.3 148.399 466.7 128.6 142.9 159.0 195.8 626.2 691.  Digital opex 32.3 3.06 10.6 12.0 13.2 15.5 51.4 19.8 19.5 16.5 21.1 76.9 83.			0.0	0.0	0.0	0.0			2.2	4.6	5.0	6.2	18.0	28.0
365 Opex 0.0 0.0 0.0 0.0 0.0 0.2 0.2 0.3 0.5 0.5 0.4 1.7 3.05 OCF 0.0 0.0 0.0 0.0 0.0 0.2 0.2 0.1 0.5 0.5 0.8 1.9 2. Digital segment as reported  Digital revenue 68.9 143.3 101.5 130.2 146.1 177.5 555.3 156.5 173.4 188.5 233.2 751.7 835. Digital cost of revenue 88.0 106.9 85.0 109.0 124.3 148.399 466.7 128.6 142.9 159.0 195.8 626.2 691. Digital opex 32.3 30.6 10.6 12.0 13.2 15.5 51.4 19.8 19.5 16.5 21.1 76.9 83.	365 cost of revenue		0.0	0.0	0.0	0.0	1.5	1.5	1.8	3.7	4.0	4.9	14.4	22.4
365 OCF 0.0 0.0 0.0 0.0 0.0 0.2 0.2 0.1 0.5 0.5 0.8 1.9 2.  Digital segment as reported  08.9 143.3 101.5 130.2 146.1 177.5 555.3 156.5 173.4 188.5 233.2 751.7 835.5  Digital cost of revenue 36.8 106.9 85.0 109.0 124.3 148.399 466.7 128.6 142.9 159.0 195.8 626.2 691.0 10 10 10 10 10 10 10 10 10 10 10 10 10	365 opex		0.0	0.0	0.0	0.0	0.2	0.2	0.3	0.5	0.5	0.4	1.7	3.4
Digital revenue 68,9 143,3 101,5 130,2 146,1 177,5 55,3 156,5 173,4 188,5 233,2 751,7 835. Digital cost of revenue 36,8 106,9 85,0 109,0 124,3 148,399 466,7 128,6 142,9 159,0 195,8 626,2 691,0 106,1 10,6 12,0 13,2 15,5 51,4 19,8 19,5 16,5 21,1 76,9 83.			0.0	0.0	0.0	0.0	0.2	0.2	0.1	0.5	0.5	0.8	1.9	2.2
Digital cost of revenue 36.8 106.9 85.0 109.0 124.3 148.399 466.7 128.6 142.9 159.0 195.8 626.2 691  Digital opex 32.3 30.6 10.6 12.0 13.2 15.5 51.4 19.8 19.5 16.5 21.1 76.9 83.					_	_								
Digital opex 32.3 30.6 10.6 12.0 13.2 15.5 51.4 19.8 19.5 16.5 21.1 76.9 83.0		68.9	143.3	101.5		146.1	177.5	555.3		173.4	188.5	233.2	751.7	835.8
Digital OCE		36.8					148.399	466.7			159.0	195.8		691.0
Digital OCF (0.1) 5.7 5.9 9.2 8.6 13.6 37.2 8.2 11.0 13.0 16.3 48.6 61.  Source: Company reports, industry Capital Research estimates	Digital cost of revenue Digital opex	36.8 32.3	30.6	10.6	12.0	13.2	15.5	51.4		19.5	16.5	21.1	76.9	83.4

# Industry Capital Research

## Entravision Communications (EVC)

Lagacy digital recenter growth	Metrics	2019A	2020A	1Q21	2Q21	3Q21	4Q21	2021A	1Q22E	2Q22E	3Q22E	4Q22E	2022E	2023E
Reported Sighal revenue growth	Legacy growth													
Lagacy digital recenter growth			108%	661%	1045%	970%	69%	288%	54%	33%	29%	31%	35%	11%
2-yr CAGR		-14.9%												5.8%
Legary digital oper growth   2-4, 15, -14-44, -3-28, -2-15, -3-27, -3-28, -4-59, -3-28, -3-														16.1%
Ligacy of glail CCF	1 -												I	4.6%
Consense provesh														18.8%
Conners oceward growth														
2-yc CAGR			46.4%	120.0%	173.4%	118.9%	36.9%	94.5%	32.6%	15.5%	23.7%	32.8%	26.0%	11.0%
Conners of Corners o			10.1,5										I	18.2%
Carners OC			31.5%											12.2%
MediaDonusts growth   MediaDonusts prowth														28%
Media Doubts creening Frowth yly   2-yr CARR   16.5 %   21.5 %   140.0 %   53.0 %   41.3 %   199.8 %   60.0 %   42.2 %   34.0 %   52.1 %   14.5 %   140.0 %   53.0 %   41.3 %   15.5 %   54.6 %   54.6 %   16.1 %   64.5 %   22.6 %   32.5 %   47.8 %   14.5														
2-yc AGR   Media Domuts cost of revenue growth yy   10.6 5%   21.5 0%   75.73%   26.3 3%   66.5 %   24.0 %   4.0 %   4.5 %   4.0 %	_			154.3%	140.0%	53.5%	41.3%		99.8%	60.0%	42.2%	34.0%	52.1%	8.5%
Media Daruts cord for revenue growth yy   106.5%   215.0%   75.73%   26.8.3%   10.7%   65.8%   65.8%									125.4%	95.9%	47.7%			28.4%
MediaDonuts Cost of revenue growth y/y   MediaDonuts Cost of revenue growth y/y   Mag growth   MediaDonuts Cost of revenue growth y/y   MediaDonuts Cost of revenue grown y/y   MediaDonuts Cost				106.5%	215.0%	757.3%	264.3%							-3.4%
Media Douts CG growth y/y   S5 growth   S6 growth														8%
Sas growth   y				-240%		-34%	-44%	-35%	333%	458%			I	25%
SaS Forewer Growth y/y   SaS Cost of revenue growth y/y   SaS Co														
385 Open Ser-OCR growth y/y   385 OCT growth y/y	_					•								55.6%
385 Cot of revenue growth Vy   Sot														101.8%
385 OCF growth Vy   Digital segment proforms growth   Digital revenue for forms growth   Digital revenue   Same proforms growth   Sale   Sal														56%
Digital segment pro forms growth Digital revenue, PF, pro rated for 4Q by days EVC owned Cisneros in 4Q20 Digital revenue, PF, pro rated for 4Q by days EVC owned Cisneros in 4Q20 Digital cost of revenue  0% 14% 42% 30% 11% 23% 24% 28% 32% 31% Digital cost of revenue Digital cost of revenue 0% 14% 42% 30% 11% 23% 59% 33% 25% 36% 38% Digital opes ex-cost of revenue Digital cost of revenue 0% 14% 42% 30% 11% 23% 59% 33% 25% 36% 38% Digital opes ex-cost of revenue 0% 53.3% 56.6% 56.6% 56.6% 56.6% 56.7% 57.2% 57.4% 57.0% 56.6% Legacy cost of revenue/revenue 46.8% 43.3% 43.3% 36.6% 37.6% 25.3% 57.0% 56.6% 56.7% 57.2% 57.4% 57.0% 56.6% Legacy cost of revenue/revenue 46.8% 43.3% 43.3% 36.6% 37.6% 25.3% 12.4% 45.6% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0.0% 0														14%
Digital revenue, PF, pro rated for 4Q by days EVC owned Cisneros in 4Q20 Bigital revenue, PF, pro rated for 4Q by days EVC owned Cisneros in 4Q20 Bigital revenue, PF, pro rated for 4Q by days EVC owned Cisneros in 4Q20 Bigital revenue, PF, pro rated for 4Q by days EVC owned Cisneros in 4Q20 Bigital revenue, PF, pro rated for 4Q by days EVC owned Cisneros in 4Q20 Bigital revenue, PF, pro rated for 4Q by days EVC owned Cisneros in 4Q20 Bigital revenue (76 Minus) PF, pro rated for 4Q by days EVC owned Cisneros in 4Q20 Bigital revenue (76 Minus) PF, pro rated for 4Q by days EVC owned Cisneros in 4Q20 Bigital revenue (76 Minus) PF, pro rated for 4Q20 Bigital revenue (76 Minus) PF, pro rated f														70
Digital cost of revenue (Propose teres of AQD by days EVC owned Cisneros in AQD ligital cost of revenue (Provenue (P			38%	93%	144%	95%	40%	81%	43%	24%	29%	31%	31%	11%
Digital apex e-cost of revenue   46%   102%   153%   107%   45%   89%   41%   22%   22%   22%   32%   31%   01%   42%   30%   118%   35%   36%   38%   38%   01%   51%   20%   29%   29%   22%	ļ -	ned Cisneros												
Digital opex ex-cost of revenue   0%					153%	107%	45%	89%	41%	23%	28%	32%	31%	10%
Digital OCF	1 -				42%	30%	11%	23%	59%	33%	25%	36%	38%	9%
Legacy Cost of revenue/revenue	-		76%	831%	613%	93%	25%	118%	35%	16%	51%	20%	29%	26%
Legacy Cost of revenue/revenue	Legacy margins													
Legacy OCR margin ^ y/y		53.3%	56.6%	56.6%	56.7%	57.2%	57.4%	57.0%	56.6%	56.7%	57.2%	57.4%	57.0%	57.0%
Legacy opex ex CDR/revenue			3.3%	1.5%	0.0%	0.0%	0.0%	0.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Legacy OCF margin   -0.2%   -1.9%   -1.9%   6.8%   5.2%   17.4%   8.3%   2.6%   0.9%   5.7%   4.3%   3.4%   1.26   2.6%   0.9%   5.7%   4.3%   3.4%   1.26   2.6%   0.9%   5.7%   4.3%   3.4%   1.26   2.6%   0.9%   5.7%   4.3%   3.4%   1.26   2.6%   0.9%   5.7%   4.3%   3.4%   1.26   2.6%   0.9%   5.7%   4.3%   3.4%   1.26   2.6%   0.9%   5.7%   4.3%   3.4%   1.26   2.6%   0.9%   5.7%   4.3%   3.4%   1.26   2.6%   0.9%   5.7%   4.3%   3.4%   1.26   2.6%   0.9%   5.7%   4.3%   3.4%   1.26   2.6%   0.9%   5.7%   4.5%   5.8%   0.4%   -1.3.1%   -4.8%   0.26   2.6%   0.9%   5.7%   4.5%   5.8%   0.4%   -1.3.1%   -4.8%   0.26   2.6%   0.9%   5.7%   4.5%   5.8%   0.4%   -1.3.1%   -4.8%   0.26   2.6%   0.1%   -1.26   0.0%		46.8%	45.3%	45.3%	36.6%	37.6%	25.3%	34.7%	40.8%	42.4%	37.2%	38.3%	39.6%	39.1%
Legacy OCF margin ^ y/y   -1.7%   4.7%   17.6%   1.8%   13.4%   10.2%   4.5%   -5.8%   0.4%   -13.1%   -4.8%   -4.8%   Cisneros margins   Cisneros COR margin ^ y/y   -1.0%   -0.1%   0.0%   3.3%   3.4%   2.1%   0.0%	Legacy OCF margin	-0.2%	-1.9%	-1.9%	6.8%	5.2%	17.4%	8.3%	2.6%	0.9%	5.7%	4.3%	3.4%	3.9%
Signeros cost of revenue/revenue			-1.7%	4.7%	17.6%	1.8%	13.4%	10.2%	4.5%	-5.8%	0.4%	-13.1%	-4.8%	0.4%
Cisneros COR margin ^ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	Cisneros margins													
Cisneros OCF margin ^ y/y	Cisneros cost of revenue/revenue	85.5%	86.4%	87.7%	87.3%	89.7%	89.0%	88.5%	87.7%	87.3%	89.7%	89.0%	88.5%	87.5%
Cisneros EBITDA margin \(^{1}\) \(^{1	Cisneros COR margin ^ y/y		1.0%	-0.1%	0.0%	3.3%	3.4%	2.1%	0.0%	0.0%	0.0%	0.0%	0.0%	-1.0%
MediaDonuts margins         MediaDonuts cost of revenue/revenue         73.5%         75.0%         70.0%         80.3%         78.0%         75.0%         3.5%         3.5%         3.5	Cisneros OCF margin ^ y/y		-0.1%	2.8%	2.4%	0.1%	-1.8%	0.3%	-1.5%	-0.7%	0.6%	0.7%	-0.1%	1.0%
Media Donuts cost of revenue/revenue	Cisneros EBITDA margin ^ y/y		-0.1%	2.8%	2.4%	0.1%	-1.8%	0.3%	-1.5%	-0.7%	0.6%	0.7%	-0.1%	1.0%
MediaDonuts COR margin ^ y/y	MediaDonuts margins													
MediaDonuts OFF margin ^ y/y   8.5%	MediaDonuts cost of revenue/revenue		73.5%	75.0%	70.0%	80.3%	78.0%	76.5%	75.0%	75.0%	75.0%	75.0%	75.0%	75.0%
MediaDonuts EBITDA margin ^ y/y   8.5% -10.5% -10.0% -15.0%   3.5% 7.8% 3.4% 2.2% 3.6%   365 cost of revenue/revenue   80.0% 75.0% 70.0% 0.0% 78.0% 77.9% 80.0%	MediaDonuts COR margin ^ y/y			-3.5%	4.1%	0.0%	7.4%		0.0%	5.0%	-5.3%	-3.0%	-1.5%	0.0%
365 margins 365 cost of revenue/revenue 80.0% 75.0% 70.0% 0.0% 78.0% 77.9% 80.0% 80.	MediaDonuts OCF margin ^ y/y			8.5%	-10.5%	-10.0%	-15.0%		3.5%	7.8%	3.4%	2.2%	3.6%	1.6%
365 cost of revenue/revenue  80.0% 75.0% 70.0% 0.0% 78.0% 77.9% 80.0% 80	MediaDonuts EBITDA margin ^ y/y			8.5%	-10.5%	-10.0%	-15.0%		3.5%	7.8%	3.4%	2.2%	3.6%	1.6%
365 COR margin ^ y/y 365 OCF margin ^ y/y Digital Segment margins Digital Segment cost of revenue/revenue 74.6% 83.7% 83.7% 83.7% 85.1% 83.6% 84.0% 82.1% 82.4% 84.3% 84.3% 84.0% 83.3% 85.1% 83.6% 84.0% 82.1% 82.4% 84.3% 84.0% 83.3% 85.1% 85	365 margins													
365 OCF margin ^ y/y     6.9%   6.9%   34.2%   1.5%   -11.9%   -6.9%   -34.2%   2.0%   -0.9%	365 cost of revenue/revenue		80.0%	75.0%	70.0%	0.0%	78.0%	77.9%	80.0%	80.0%	80.0%	80.0%	80.0%	80.0%
Digital Segment margins   Digital Segment cost of revenue/revenue   74.6%   83.7%   83.7%   85.1%   83.6%   84.0%   82.1%   82.4%   84.3%   84.0%   83.3%   88.0%   84.0%   82.1%   82.4%   84.3%   84.0%   83.3%   88.0%   82.1%   82.4%   84.3%   84.0%   83.3%   88.0%   82.1%   82.4%   84.3%   84.0%   62.3%   82.4%   84.3%   84.0%   62.3%	365 COR margin ^ y/y			-5.0%	-10.0%	-80.0%	-2.0%		5.0%	10.0%	80.0%	2.0%	2.1%	0.0%
Digital Segment cost of revenue/revenue   74.6%   83.7%   83.7%   83.7%   85.1%   83.6%   84.0%   82.1%   84.4%   84.3%   84.0%   83.3%   84.0%   84.0%   83.3%   84.0%   84	365 OCF margin ^ y/y			6.9%	6.9%	34.2%	1.5%		-11.9%	-6.9%	-34.2%	2.0%	-0.9%	-2.8%
Media Donuts COR margin ^ y/y         28.6%         27.0%         27.9%         2.3%         -1.6%         -1.3%         -0.8%         0.4%         -0.7%         -0.0%         1.0%         1.0%<	Digital Segment margins													
MediaDonuts OCF margin ^ y/y  MediaDonuts EBITDA margin ^ y/y  Digital Segment reported revenue  25% 42% 68% 73% 73% 76% 73% 76% 73% 79% 79% 82% 80%  Cisneros Interactive as % of digital segment revenue  MediaDonuts as % of digital segment revenu	Digital Segment cost of revenue/revenue		74.6%	83.7%	83.7%	85.1%	83.6%	84.0%	82.1%	82.4%	84.3%	84.0%	83.3%	82.7%
Media Donuts EBITDA margin ^ y/y  Digital Segment reported revenue mix:  Digital as % of company revenue  25% 42% 68% 73% 73% 76% 73% 79% 79% 79% 82% 80%  Cisneros Interactive as % of digital segment revenue  Media Donuts as % of digital segment revenue  0% 0% 0% 88% 11% 66% 10% 99% 91% 11% 10% 12% 12% 13% 12% 13% 12% 13% 12% 12% 13% 3% 3% 2%  Digital Segment revenue  0% 0% 0% 0% 0% 0% 1% 0% 1% 0% 1% 3% 3% 2%  Digital Segment reported OCF mix:  Cisneros Interactive as % of digital segment OCF 118% 104% 89% 79% 56% 77% 79% 78% 72% 70% 74%														-0.6%
Digital Segment reported revenue mix:   Digital as % of company revenue   25%   42%   68%   73%   73%   76%   73%   79%   79%   79%   82%   80%   75%   82%   75%   77%   77%   76													I	0.0%
Digital as % of company revenue   25%   42%   68%   73%   73%   76%   73%   79%   79%   79%   82%   80%	MediaDonuts EBITDA margin ^ y/y			-83.7%	-97.9%	-152.9%	-363.3%		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Cisneros Interactive as % of digital segment revenue   62%   87%   88%   80%   75%   82%   75%   77%   77%   76%   76%   MediaDonuts as % of digital segment revenue   0%   0%   0%   8%   11%   6%   10%   9%   9%   11%   10%   12%   13%   12%   13%   12%   13%   12%   13%   12%   13%   12%   13%   12%   13%   12%   13%   3%   3%   3%   2%   13%   12%   13%   12%   13%   12%   13%   12%   13%   12%   13%   12%   13%   12%   13%   12%   13%   12%   13%   12%   13%   12%   13%   12%   13%   12%   13%   12%   13%   12%   13%   12%   13%   12%   13%   12%   13%   13%   12%   13%														
MediaDonuts as % of digital segment revenue     0%     0%     0%     8%     11%     6%     10%     9%     9%     11%     10%       Legacy digital as % of digital segment revenue     38%     13%     12%     12%     13%     12%			42%	68%	73%	73%	76%	73%	79%	79%	79%	82%	80%	83%
Legacy digital as % of digital segment revenue     38%     13%     12%     12%     13%     12%     12%     10%     12%       365 as % of digital segment revenue     0%     0%     0%     0%     1%     0%     1%     3%     3%     3%     2%       Digital Segment reported OCF mix:       Cisneros Interactive as % of digital segment OCF     118%     104%     89%     79%     56%     77%     79%     78%     72%     70%     74%			I .											76%
365 as % of digital segment revenue 0% 0% 0% 0% 1% 0% 1% 3% 3% 3% 2%  Digital Segment reported OCF mix:  Cisneros Interactive as % of digital segment OCF 118% 104% 89% 79% 56% 77% 79% 78% 72% 70% 74%			I .											10%
Digital Segment reported OCF mix:   Cisneros Interactive as % of digital segment OCF													I	11%
Cisneros Interactive as % of digital segment OCF 118% 104% 89% 79% 56% 77% 79% 78% 72% 70% 74%			0%	0%	0%	0%	1%	0%	1%	3%	3%	3%	2%	3%
Madis Deputs as % of digital segment OCE														75%
	MediaDonuts as % of digital segment OCF		0%	0%	0%	10%	13%	7%	13%	16%	14%	18%	16%	16%
Legacy digital as % of digital segment OCF -18% -4% 11% 11% 29% 15% 7% 2% 10% 6% 6%														6%
365 as % of digital segment OCF 0% 0% 0% 0% 2% 1% 1% 4% 4% 5% 4%	365 as % of digital segment OCF		0%	0%	0%	0%	2%	1%	1%	4%	4%	5%	4%	4%
Minority interest	Minority interest		3.5	1.0	3.6	1.0					0.0			0.0
Minority interest   2.5   1.6   2.6   1.8   0.0   5.9   0.0   0.0   0.0   0.0   0.0			2.5	1.6	2.6	1.8	0.0	5.9	0.0	0.0	0.0	0.0	0.0	0.0

Note: Legacy digital is EVC's digital segment excluding Cisneros, MediaDonuts and 365 Digital.



Figure 5: Forecast Drivers—Television Segment resets in 2022 for loss of Univision affiliations in Orlando and Tampa

2016A	2017A														
2016A															
		2018A	2019A	2020A	1Q21	2Q21	3Q21	4Q21	2021A	1Q22E	2Q22E	3Q22E	4Q22E	2022E	2023E
0.3%	-7.2%	2.5%	-1.4%	3.2%	-7.9%	26.3%	-3.5%	-20.3%	-6.9%	-16.0%	-9.3%	-6.2%	-12.3%	-11.0%	-9.0%
	-														\$118.9
7.4%	-7.2%	2.5%	-1.4%	3.2%	-7.9%	26.3%	-3.5%	-20.3%	-4.9%	-16.0%	-9.3%	-6.2%	-12.3%	-11.0%	-9.0%
		_			_	_	_							_	
8.6	0.2	9.8	0.2	22.6	0.0	0.0	0.4	0.4	0.8	0.4	0.8	1.3	6.2	8.6	0.2
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
8.6	0.2	9.8	0.2	22.6	0.0	0.0	0.4	0.4	0.8	0.4	0.8	1.3	6.2	8.6	0.2
151.0	147.9	141.9	149.4	131.9	36.1	34.1	36.1	39.8	146.0	29.9	30.1	32.9	29.1	122.1	118.8
1.8%	-2.0%	-4.0%	5.3%	-11.7%	6.4%	32.5%	9.6%	1.1%	10.7%	-17.0%	-11.7%	-8.8%	-26.8%	-16.4%	-2.7%
29.6	31.4	35.1	35.4	36.8	9.6	9.3	9.1	8.9	37.0	9.1	8.8	8.7	8.5	35.2	33.4
100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
29.6	31.4	35.1	35.4	36.8	9.6	9.3	9.1	8.9	37.0	9.1	8.8	8.7	8.5	35.2	33.4
130.0	116.6	116.7	114.3	117.7	26.5	24.8	27.3	31.3	109.9	21.2	22.1	25.5	26.8	95.6	85.5
7.6%	-10.2%	0.0%	-2.0%	3.0%	-10.7%	40.6%	-4.8%	-25.0%	-6.6%	-20.1%	-10.9%	-6.6%	-14.4%	-13.0%	-10.5%
1.5	0.0	0.0	0.0	0.0	0.0	0.5	1.5	0.0	2.0	0.0	0.0	0.0	0.0	0.0	0.0
25.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0.4	0.0	0.0	0.0	0.0	0.0	0.5	1.5	0.0	2.0	0.0	0.0	0.0	0.0	0.0	0.0
159.1	148.1	151.7	149.7	154.5	36.1	33.6	35.0	40.2	144.8	30.3	30.9	34.2	35.3	130.7	118.9
7.1%	-7.0%	2.5%	-1.4%	3.2%	-7.9%	24.5%	-7.5%	-20.3%	-6.2%	-16.0%	-7.9%	-2.1%	-12.3%	-9.8%	-9.0%
	(6.4)	(10.9)	(10.6)	(9.4)	(2.1)	(1.6)	(2.8)	(3.3)	(9.8)	(6.6)	(6.2)	(7.6)	(7.2)	(27.6)	(26.7)
	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0.0	(6.4)	(10.9)	(10.6)	(9.4)	(2.1)	(1.6)	(2.8)	(3.3)	(9.8)	(6.6)	(6.2)	(7.6)	(7.2)	(27.6)	(26.7)
159.5	154.5	162.6	160.3	163.9	38.2	35.6	39.2	43.6	156.6	36.9	37.1	41.8	42.5	158.3	145.6
7.4%	-3.2%	5.3%	-1.5%	2.3%	-7.4%	24.9%	-2.8%	-19.0%	-4.4%	-3.3%	4.0%	6.6%	-2.5%	1.1%	-8.0%
1.5	0.0	3.6	13.1	5.4	2.8	1.1	1.1	1.1	6.2	1.3	1.3	1.3	1.3	5.0	5.0
25.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
0.4	0.0	3.6	13.1	5.4	2.8	1.1	1.1	1.1	6.2	1.3	1.3	1.3	1.3	5.0	5.0
159.1	148.1	148.2	136.6	149.0	33.2	33.0	35.3	39.1	140.7	29.1	29.7	33.0	34.1	125.7	113.9
7.1%	-7.0%	0.1%	-7.8%	9.1%	-12.1%	28.7%	-3.0%	-20.4%	-5.6%	-12.6%	-10.0%	-6.8%	-13.0%	-10.7%	-9.4%
120.7	122.9	114.2	111.6	99.2	25.7	24.7	27.1	33.1	110.7	26.2	26.2	30.6	26.6	109.5	107.0
1.5%	1.8%	-7.1%	-2.3%	-11.2%	2.8%	49.3%	8.4%	1.8%	11.6%	1.8%	5.7%	12.9%	-19.8%	-1.1%	-2.2%
	1.7%	-2.7%	-4.7%	-6.8%	-1.6%	-5.4%	-1.3%	5.8%	-0.4%	2.3%	25.6%	10.6%	-9.7%	5.1%	-1.7%
	-3.8%	-11.3%	-2.2%			57.8%	15.1%		14.7%	-17.3%	-15.5%	-11.1%	-34.9%	-20.4%	-1.9%
1	-1.9%	-7.6%	-6.9%			-2.7%	1.7%		1.0%	-7.8%	15.4%	1.2%	-18.6%	-4.5%	-11.7%
1															-2.7%
1															-9.8%
1														-	-11.1%
•	100.0% 8.6 151.0 1.8% 29.6 100.0% 130.0 7.6% 0.4 159.1 7.1% 0.0 159.5 7.4% 0.4 159.1 1.5 1.5 25.0% 0.4 159.1 1.5 25.0%	7.4% -7.2%  8.6 0.2  100.0% 100.0% 8.6 0.2  151.0 147.9  1.8% -2.0% 29.6 31.4  100.0% 29.6 31.4  130.0 16.6  7.6% -10.2% 1.5 0.0  25.0% 100.0%  0.4 0.0  159.1 148.1  7.1% -7.0% (6.4) 159.5 154.5  7.4% -3.2% 1.5 0.0  25.0% 100.0% 0.0 (6.4) 159.1 148.1  7.1% -7.0% 1.5 1.5% 1.5% 1.5% 3.2% 1.5% 3.2% 1.5% 3.2% 1.5% 1.5% 1.3% 1.7% -3.3% 1.7% -3.3% 1.7% -3.3% 1.7% -3.3% 1.1% -3.3% 1.1% -3.3% 1.1% -2.0% 0.0.159.1 1.8%	7.4%	7.4% -7.2% 2.5% -1.4%  8.6 0.2 9.8 0.2  100.0% 100.0% 100.0% 100.0%  8.6 0.2 9.8 0.2  151.0 147.9 141.9 149.4  1.8% -2.0% -4.0% 5.3%  29.6 31.4 35.1 35.1  130.0 116.6 116.7 116.7  7.5% -10.2% 0.0% -2.0%  0.4 0.0 0.0  25.0% 100.0% 100.0% 100.0%  0.4 0.0 0.0  159.1 148.1 151.7 149.7  7.1% -7.0% 2.5% -1.4%  (6.4) (10.9) (10.6)  100.0% 100.0% 100.0%  0.0 (6.4) (10.9) (10.6)  159.5 154.5 162.6 160.3  7.4% -3.2% 5.3% -1.5%  1.5 0.0 3.6 13.1  159.1 148.1 148.2 136.6  25.0% 100.0% 100.0%  0.4 0.0 3.6 13.1  159.1 148.1 148.2 136.6  7.1% -7.0% 0.1% -7.8%  120.7 122.9 114.2 111.6  1.5% 1.5% -7.1% -2.7% -2.7%  -1.5% -1.13% -2.2% -4.7%  -1.5% -1.5% -1.13% -2.2%  -1.5% -7.1% -7.0% 5.3% -1.13%  1.5% -7.1% -7.0% 0.1% -7.8%  1.5% -7.1% -7.0% 0.1% -7.8%  -1.5% -7.1% -7.0% 5.3%  -1.13% -7.1% -7.0% 5.3%  -1.13% -7.1% -7.0% 5.3%  -1.13% -2.7% -4.7%  -1.20% -4.0% 5.3%  -1.13% -2.7% -3.0% 5.3%  -0.11% -3.0% 5.3%  -0.11% -3.0% 5.3%  -0.11% -3.0% 5.3%	7.4%	7.4% -7.2% 2.5% -1.4% 3.2% -7.9%  8.6 0.2 9.8 0.2 22.6 0.0  100.0% 100.0% 100.0% 100.0% 100.0% 100.0%  8.6 0.2 9.8 0.2 22.6 0.0  151.0 147.9 141.9 149.4 131.9 36.1  1.8% -2.0% -4.0% 5.3% -11.7% 6.4%  29.6 31.4 35.1 35.4 36.8 9.6  100.0% 100.0% 100.0% 100.0% 100.0% 100.0%  29.6 31.4 35.1 35.4 36.8 9.6  130.0 116.6 116.7 114.3 117.7 26.5  7.6% -10.2% 0.0% -2.0% 3.0% 10.0%  1.5 0 0.0 0.0 0.0 0.0 0.0  25.0% 100.0% 100.0% 100.0% 100.0% 100.0%  0.4 0.0 0.0 0.0 0.0 0.0 0.0  159.1 148.1 151.7 149.7 154.5 36.1  7.1% -7.0% 2.5% -1.4% 3.2% -7.9%  (6.4) (10.9) (10.6) (9.4) (2.1)  100.0% 100.0% 100.0% 100.0% 100.0%  0.0 (6.4) (10.9) (10.6) (9.4) (2.1)  159.5 154.5 162.6 160.3 169.9 38.2  7.4% -3.2% 5.3% -1.5% 2.3% -7.4%  1.5 0.0 3.6 13.1 5.4 2.8  2.5.0% 100.0% 100.0% 100.0% 100.0%  0.4 0.0 3.6 13.1 5.4 2.8  2.5.0% 100.0% 100.0% 100.0% 100.0%  0.0 (6.4) (10.9) (10.6) (9.4) (2.1)  159.1 148.1 148.2 136.6 149.0 33.2  7.1% -7.0% 0.1% -7.8% 9.1% -12.1%  1.5 0.0 3.6 13.1 5.4 2.8  1.5 1.5 1.5 1.5 2.3% -7.4%  1.5 1.5 2.5 3.5 11.7% 6.8% -1.6%  1.5 2.7% -2.7% -2.3% -1.1.2% 2.8%  1.5 3.8 -1.1.3% -2.2% -1.1.2% 2.8%  1.5 3.8 -1.1.3% -2.2% -1.1.2% 2.8%  1.1.5% -2.8% -1.1.3% -2.2% -1.1.2% 2.8%  1.1.5% -2.8% -1.1.3% -2.2% -1.1.2% 2.8%  1.1.5% -2.8% -1.1.3% -2.2% -1.1.2% 2.8%  1.1.5% -2.8% -1.1.3% -2.2% -1.1.2% 2.8%  1.1.5% -2.8% -1.1.3% -2.2% -1.1.2% 2.8%  1.1.5% -2.8% -1.1.3% -2.2% -1.1.2% 2.8%  1.1.5% -2.8% -1.1.3% -2.2% -1.1.2% 2.8%  1.1.5% -2.9% -2.0% -4.0% 5.3% -1.1.7% 6.4%  -2.0% -4.0% 5.3% -1.0.5% 10.0% -2.9%  -2.0% -4.0% 5.3% -1.0.5% 10.0% -2.9%  -1.00% -1.00% 5.30% -1.0.5% 10.0% -2.9%	7.4%	7.4%         -7.2%         2.5%         -1.4%         3.2%         -7.9%         26.3%         -3.5%           8.6         0.2         9.8         0.2         22.6         0.0         0.0         0.4           100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         0.0         0.4           151.0         147.9         141.9         149.4         131.9         36.1         34.1         36.1           1.0%         2.0%         -4.0%         5.3%         -11.7%         6.4%         32.5%         9.6%           29.6         31.4         35.1         35.4         36.8         9.6         9.3         9.1           100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         40.0%         4.8%         2.73         7.6%         -10.2%         0.0         0.0         0.0         0.0         0.0         0.0         0.0         0.0	7.4%         -7.2%         2.5%         -1.4%         3.2%         -7.9%         26.3%         -3.5%         -20.3%           8.6         0.2         9.8         0.2         22.6         0.0         0.0         0.4         0.4           100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         34.1         36.1         34.1         36.1         38.1         36.1         34.1         36.1         38.1         38.2         35.4         36.8         9.6         9.3         9.1         8.9           100.0% <td< td=""><td>7.4%         -7.2%         2.5%         -1.4%         3.2%         -7.9%         26.3%         -3.5%         -20.3%         -4.9%           8.6         0.2         9.8         0.2         22.6         0.0         0.0         0.4         0.4         0.8           100.0%<td>7.4%         -7.2%         2.5%         -1.4%         3.2%         -7.9%         26.3%         -3.5%         -20.3%         -4.9%         -16.0%           8.6         0.2         9.8         0.2         22.6         0.0         0.0         0.4         0.4         0.8         0.4           100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         0.0         0.4         0.4         0.8         0.4           151.0         147.9         141.9         149.4         131.9         36.1         34.1         36.1         39.8         146.0         29.9           1.2%         -2.0%         -4.0%         5.3%         -11.7%         6.4%         32.5%         9.6%         1.1%         10.0%         10.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         &lt;</td><td>  T.4%</td><td>7.4%         -7.2%         2.5%         -1.4%         3.2%         -7.9%         26.3%         -3.5%         -20.3%         -4.9%         -16.0%         -9.3%         -6.2%           8.6         0.2         9.8         0.2         22.6         0.0         0.0         0.4         0.8         0.4         0.8         1.3           100.0%</td><td>7.4%         -7.2%         2.5%         -1.4%         3.2%         -7.9%         26.3%         -3.5%         -20.3%         -4.9%         -16.0%         -9.3%         -6.2%         -12.3%           8.6         0.2         9.8         0.2         22.6         0.0         0.0         0.0         0.0         0.0         100.0%&lt;</td><td>  7.4%   -7.2%   2.5%   -1.4%   3.2%   -7.9%   26.3%   -3.5%   -20.3%   -4.9%   -16.0%   -9.3%   -6.2%   -12.3%   -11.0%    </td></td></td<>	7.4%         -7.2%         2.5%         -1.4%         3.2%         -7.9%         26.3%         -3.5%         -20.3%         -4.9%           8.6         0.2         9.8         0.2         22.6         0.0         0.0         0.4         0.4         0.8           100.0% <td>7.4%         -7.2%         2.5%         -1.4%         3.2%         -7.9%         26.3%         -3.5%         -20.3%         -4.9%         -16.0%           8.6         0.2         9.8         0.2         22.6         0.0         0.0         0.4         0.4         0.8         0.4           100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         0.0         0.4         0.4         0.8         0.4           151.0         147.9         141.9         149.4         131.9         36.1         34.1         36.1         39.8         146.0         29.9           1.2%         -2.0%         -4.0%         5.3%         -11.7%         6.4%         32.5%         9.6%         1.1%         10.0%         10.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         &lt;</td> <td>  T.4%</td> <td>7.4%         -7.2%         2.5%         -1.4%         3.2%         -7.9%         26.3%         -3.5%         -20.3%         -4.9%         -16.0%         -9.3%         -6.2%           8.6         0.2         9.8         0.2         22.6         0.0         0.0         0.4         0.8         0.4         0.8         1.3           100.0%</td> <td>7.4%         -7.2%         2.5%         -1.4%         3.2%         -7.9%         26.3%         -3.5%         -20.3%         -4.9%         -16.0%         -9.3%         -6.2%         -12.3%           8.6         0.2         9.8         0.2         22.6         0.0         0.0         0.0         0.0         0.0         100.0%&lt;</td> <td>  7.4%   -7.2%   2.5%   -1.4%   3.2%   -7.9%   26.3%   -3.5%   -20.3%   -4.9%   -16.0%   -9.3%   -6.2%   -12.3%   -11.0%    </td>	7.4%         -7.2%         2.5%         -1.4%         3.2%         -7.9%         26.3%         -3.5%         -20.3%         -4.9%         -16.0%           8.6         0.2         9.8         0.2         22.6         0.0         0.0         0.4         0.4         0.8         0.4           100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         0.0         0.4         0.4         0.8         0.4           151.0         147.9         141.9         149.4         131.9         36.1         34.1         36.1         39.8         146.0         29.9           1.2%         -2.0%         -4.0%         5.3%         -11.7%         6.4%         32.5%         9.6%         1.1%         10.0%         10.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         100.0%         <	T.4%	7.4%         -7.2%         2.5%         -1.4%         3.2%         -7.9%         26.3%         -3.5%         -20.3%         -4.9%         -16.0%         -9.3%         -6.2%           8.6         0.2         9.8         0.2         22.6         0.0         0.0         0.4         0.8         0.4         0.8         1.3           100.0%	7.4%         -7.2%         2.5%         -1.4%         3.2%         -7.9%         26.3%         -3.5%         -20.3%         -4.9%         -16.0%         -9.3%         -6.2%         -12.3%           8.6         0.2         9.8         0.2         22.6         0.0         0.0         0.0         0.0         0.0         100.0%<	7.4%   -7.2%   2.5%   -1.4%   3.2%   -7.9%   26.3%   -3.5%   -20.3%   -4.9%   -16.0%   -9.3%   -6.2%   -12.3%   -11.0%

Source: Company reports; Industry Capital Research estimates

Figure 6: Forecast Drivers—Radio Segment should see relatively stable revenue in 2022

RADIO SEGMENT	2016A	2017A	2018A	2019A	2020A	1Q21	2Q21	3Q21	4Q21	2021A	1Q22E	2Q22E	3Q22E	4Q22E	2022E	2023
Radio PF Rev Growth	-0.4%	-11.8%	-4.5%	-13.9%	-15.9%	-3.5%	108.2%	42.5%	-0.5%	23.4%	9.7%	6.9%	-5.7%	4.2%	3.1%	-12.09
Pro forma radio:																
Revenue	\$75.8	\$66.9	\$63.9	\$55.0	\$46.3	\$11.3	\$14.1	\$16.4	\$16.1	\$58.0	\$12.4	\$15.1	\$15.5	\$16.8	\$59.8	\$52.6
Growth	-0.4%	-11.8%	-4.5%	-13.9%	-15.9%	-3.5%	108.2%	42.5%	-0.5%	25.4%	9.7%	6.9%	-5.7%	4.2%	3.1%	-12.09
Radio non-recurring items:																
Political/Census	2.1	0.1	2.2	0.1	5.9	0.0	0.0	0.6	0.2	0.8	0.3	0.2	0.3	1.8	2.6	0.1
Assm: % Incremental to Core	50.0%	50.0%	50.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.09
Incremental political	2.1	0.1	1.1	0.1	5.9	0.0	0.0	0.6	0.2	0.8	0.3	0.2	0.3	1.8	2.6	0.1
Radio revenue ex political	73.8	66.9	62.8	54.9	40.4	11.3	14.1	15.9	15.9	57.2	12.1	14.9	15.2	15.0	57.2	52.6
Growth ex Political	-2.7%	-9.3%	-6.0%	-12.6%	-26.4%	5.5%	128.5%	54.2%	20.4%	41.6%	7.4%	5.6%	-4.5%	-5.5%	0.1%	-8.29
NTR	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Assm: % Incremental to Core	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.09
Incremental NTR	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Radio revenue ex NTR	35.1	36.2	36.2	38.4	39.5	11.3	14.1	16.4	16.1	39.5	12.4	15.1	15.5	16.8	39.5	39.5
Growth ex NTR	3.0%	3.0%	0.0%	6.1%	3.0%	-3.5%	108.2%	42.5%	-0.5%	0.0%	9.7%	6.9%	-5.7%	4.2%	0.0%	0.09
World Cup/Other Soccer			1.9							0.0%		1.3	1.3		2.5	
Assm: % Incremental to Core	66.7%	66.7%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.09
Incremental World Cup			1.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.3	1.3	0.0	2.5	0.0
Radio revenue ex WC	75.8	66.9	63.9	55.0	46.3	11.3	14.1	16.4	16.1	58.0	12.4	13.9	14.3	16.8	57.3	52.6
Growth ex WC		-11.8%	-4.5%	-13.9%	-15.9%	-3.5%	108.2%	42.5%	-0.5%	25.4%	9.7%	-2.0%	-13.3%	4.2%	-1.2%	-8.29
Revenue	73.8	66.9	61.8	54.9	40.4	11.3	14.1	15.9	15.9	57.2	12.1	13.6	13.9	15.0	54.7	52.6
Radio revenue growth ex all non-recurring	-2.4%	-9.3%	-7.5%	-11.2%	-26.4%	5.5%	128.5%	54.2%	20.4%	41.6%	7.4%	-3.3%	-12.3%	-5.5%	-4.3%	-4.09
Radio rev grth ex all non-rec 2-yr CAGR		-5.9%	-8.4%	-9.4%	-19.2%	-2.7%	-0.9%	3.7%	7.2%	2.0%	6.4%	48.7%	16.3%	6.7%	16.4%	-4.19



Figure 7: Forecast Drivers—Operating Expense: TV opex should be down in 2022 despite spending for political because of affiliation changes

In millions																
OPERATING EXPENSE	2016A	2017A	2018A	2019A	2020A	1Q21	2Q21	3Q21	4Q21	2021A	1Q22E	2Q22E	3Q22E	4Q22E	2022E	2023E
Television PF Opex Growth				0.1%	-4.2%	-8.6%	10.0%	6.2%	-2.6%	-0.3%	-2.9%	-0.3%	-1.5%	-7.9%	-3.3%	-10.0%
Radio PF Opex Growth				-4.5%	-26.3%	-16.9%	8.2%	0.8%	-5.5%	-5.4%	-0.4%	4.0%	6.9%	-5.8%	1.0%	-7.0%
Pro forma consolidated:																
Opex ex-cost of revenue	\$160.2	\$168.4	\$176.8	\$173.4	\$153.3	\$40.4	\$41.4	\$43.1	\$48.1	\$173.0	\$48.7	\$49.2	\$46.8	\$51.3	\$196.0	\$191.9
Growth	4.6%	5.1%	5.0%	-1.9%	-11.6%	0.4%	25.4%	26.6%	4.6%	12.9%	20.5%	18.8%	8.6%	6.7%	13.3%	-2.1%
Non-recurring opex items:																
M&A (Cisneros, MediaDonuts. 365 acquisitions)	0.0	0.0	0.0	0.0	5.7	4.8	6.4	6.6	9.7	27.6	11.2	10.9	8.3	11.8	42.2	47.2
Assm: % Incremental	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Incremental Cisneros	0.0	0.0	0.0	0.0	5.7	4.8	6.4	6.6	9.7	27.6	11.2	10.9	8.3	11.8	42.2	47.2
Opex ex Cisneros adjustment	160.2	168.4	176.8	173.4	147.6	35.7	35.0	36.5	38.3	145.5	37.5	38.4	38.5	39.5	153.8	144.7
Growth ex Cisneros	4.6%	5.1%	5.0%	-1.9%	-14.9%	-11.5%	6.0%	7.1%	-4.7%	-1.5%	5.2%	9.6%	5.5%	2.9%	5.7%	-5.9%
Fixed & variable cost reductions	0.0	0.0	0.0	0.0	(27.2)	(5.0)	(5.8)	(11.4)	(10.6)	(32.8)	(6.6)	(7.8)	(13.9)	(12.6)	(40.9)	(38.7)
Assm: % Incremental	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Incremental cost reductions	0.0	0.0	0.0	0.0	(27.2)	(5.0)	(5.8)	(11.4)	(10.6)	(32.8)	(6.6)	(7.8)	(13.9)	(12.6)	(40.9)	(38.7)
Opex ex cost reductions adjustment	0.0	168.4	176.8	173.4	180.5	45.4	47.3	54.5	58.6	205.8	55.3	57.1	60.7	63.9	237.0	38.7
Growth ex cost reductions	-27.8%		5.0%	-1.9%	4.1%	12.8%	20.5%	21.0%	4.8%	14.0%	21.7%	20.7%	11.3%	9.0%	15.1%	-83.7%
Salary true-up	0.0	0.0	0.0	0.0	2.0	0.0	0.7	0.7	0.7	2.0	0.0	0.8	0.8	0.7	2.3	2.1
Assm: % Incremental	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Incremental salary true-up	0.0	0.0	0.0	0.0	2.0	0.0	0.7	0.7	0.7	2.0	0.0	0.8	0.8	0.7	2.3	2.1
Opex ex salary true-up	0.0	168.4	176.8	173.4	151.3	40.4	40.8	42.4	47.4	171.0	48.7	48.5	46.1	50.5	193.8	(2.1)
Growth ex salary true-up			5.0%	-1.9%	-12.7%	0.4%	23.4%	24.6%	7.9%	13.0%	20.5%	18.8%	8.5%	6.6%	13.3%	-101.1%
Opex ex-non-recurring	160.2	168.4	176.8	173.4	172.8	40.7	40.2	47.2	48.2	176.3	44.1	45.4	51.6	51.3	192.5	181.3
Opex growth ex all non-recurring	8.0%	5.1%	5.0%	-1.9%	-0.3%	1.0%	2.4%	4.8%	-0.1%	2.0%	8.5%	13.0%	9.3%	6.5%	9.2%	-5.8%
Opex grth ex all non-rec 2-yr CAGR		6.5%	5.0%	1.5%	-1.1%	-2.5%	-3.6%	4.5%	4.5%	0.8%	4.7%	7.6%	7.0%	3.1%	5.5%	1.4%
Revenue-driven variable expense	41.1	36.7	35.4	31.2	31.7	7.0	7.6	8.5	9.3	32.3	6.5	7.2	8.0	8.5	30.1	26.6
Non-sales opex ex-non-recurring	119.1	131.7	141.4	142.1	141.1	33.7	32.6	38.7	39.0	143.9	37.6	38.2	43.7	42.9	162.4	154.6
Non-sales opex growth ex all non-recurring	9.3%	10.5%	7.4%	0.5%	-0.7%	4.3%	-5.8%	3.7%	5.5%	2.0%	11.8%	17.2%	12.9%	10.0%	12.8%	-4.8%
Non-sales opex grth ex all non-rec 2-yr CAGR		9.9%	8.9%	3.9%	-0.1%	-2.6%	-3.9%	4.7%	4.0%	0.6%	8.0%	5.1%	8.2%	7.7%	7.3%	3.7%
Source: Company reports; Industry Capital Research estimates																

Note: The above figure attempts to estimate core opex growth excluding the impact of variable sales expense by deducting 20% of estimated broadcast advertising revenue in all periods.

**Figure 8: Financial Statement Forecasts Supporting Our Valuation** 

In millions, except per share data																
AS REPORTED	2016A	2017A	2018A	2019A	2020A	1Q21	2Q21	3Q21	4Q21	2021A	1Q22E	2Q22E	3Q22E	4Q22E	2022E	2023E
Net revenue:						-						-				
Television	\$159.5	\$148.1	\$151.7	\$149.7	\$154.5	\$36.1	\$34.1	\$36.5	\$40.2	\$146.8	\$30.3	\$30.9	\$34.2	\$35.3	\$130.7	118.9
Radio	75.8	66.9	63.9	55.0	46.3	11.3	14.1	16.4	16.1	58.0	12.4	15.1	15.5	16.8	59.8	52.6
	235.4	215.0	215.7	204.7	200.7	47.4	48.2	52.9		204.9	42.7	46.0	49.7	52.1	190.5	171.6
Net broadcast revenue									56.4							
Digital	23.1	57.1	81.0	68.9	143.3	101.5	130.2	146.1	177.5	555.3	156.5	173.4	188.5	233.2	751.7	835.8
Total net revenue (core)	258.5	272.1	296.6	273.6	344.0	148.9	178.4	199.0	233.9	760.2	199.2	219.4	238.2	285.3	942.2	1,007.4
Revenue from spectrum usage rights		263.9	1.2	0.0	0.0					0.0					0.0	0.0
Total net revenue	258.5	536.0	297.8	273.6	344.0	148.9	178.4	199.0	233.9	760.2	199.2	219.4	238.2	285.3	942.2	1,007.4
Cost of Revenue																
Television		0.0														
Radio		0.0														
Digital	9.5	33.0	45.1	36.8	106.9	84.8	109.0	124.3	148.4	466.5	128.6	142.9	159.0	195.8	626.2	691.0
		57.8%			74.6%	83.5%	83.7%	85.1%	83.6%	84.0%	82.1%	82.4%	84.3%	84.0%		82.7%
Digital cost of revenue as % of revenue	41.2%		55.7%	53.3%											83.3%	
Total cost of revenue (core)	9.5	33.0	45.1	36.8	106.9	84.8	109.0	124.3	148.4	466.5	128.6	142.9	159.0	195.8	626.2	691.0
Cost of revenue from spectrum usage rights (television)		12.340														
Total cost of revenue	9.5	45.3	45.1	36.8	106.9	84.8	109.0	124.3	148.4	466.5	128.6	142.9	159.0	195.8	626.2	691.0
Opex	1	l			I									1	l	
Television opex	83.6	81.7	84.3	84.4	80.9	19.9	19.5	20.1	21.8	81.4	19.3	19.5	19.8	20.1	78.7	70.8
Radio opex	65.4	63.3	59.4	56.7	41.8	9.7	9.9	9.8	10.7	40.0	9.6	10.3	10.5	10.1	40.4	37.6
Digital opex	11.2	23.4	33.1	32.3	30.6	10.9	12.0	13.2	15.5	51.6	19.8	19.5	16.5	21.1	76.9	83.4
Total opex (core)	160.2	168.4	176.8	173.4	153.3	40.4	41.4	43.1	48.1	173.0	48.7	49.2	46.8	51.3	196.0	191.9
	100.2	100.4	170.8	1/3.4	133.3	40.4	41.4	43.1	40.1	1/5.0	40.7	43.2	40.0	31.3	190.0	191.9
Spectrum usage rights																
Total Opex	160.2	168.4	176.8	173.4	153.3	40.4	41.4	43.1	48.1	173.0	48.7	49.2	46.8	51.3	196.0	191.9
OCF							_				_				ال	
Television OCF	75.9	66.3	67.4	65.2	73.6	\$16.2	\$14.5	\$16.3	\$18.4	65.4	\$11.0	\$11.4	\$14.4	\$15.2	52.0	48.1
TV OCF Margin	47.6%	44.8%	44.4%	43.6%	47.6%	44.9%	42.7%	44.7%	45.7%	44.6%	36.3%	37.0%	42.0%	43.0%	39.8%	40.4%
Incremental Margin	-566.3%	83.6%	30.3%	105.6%	173.4%					106.6%					83.4%	33.1%
Radio OCF	10.5	3.6	4.6	(1.7)	4.5	1.6	4.2	6.7	5.5	18.0	2.8	4.8	5.0	6.8	19.4	15.0
Radio OCF margin	13.8%	5.4%	7.1%	-3.1%	9.7%	14.4%	29.9%	40.5%	33.9%	31.0%	22.2%	31.8%	32.6%	40.2%	32.4%	28.5%
Incremental Margin	1189.2%	76.7%	-31.0%	70.1%	-70.4%					114.9%					77.0%	60.6%
Digital OCF		0.7				5.9	9.167	8.6	13.6	37.2	8.2	11.0	13.0	46.3	48.6	61.4
	2.4		2.8	(0.1)	5.7									16.3		
Digital OCF margin	10.2%	1.3%	3.4%	-0.2%	4.0%	5.8%	7.0%	5.9%	7.6%	6.7%	5.3%	6.3%	6.9%	7.0%	6.5%	7.3%
Incremental Margin	28.8%	-4.8%	8.5%	23.9%	7.9%					7.6%					5.8%	15.2%
Total OCF (core)	88.7	70.7	74.8	63.4	83.8	23.7	27.9	31.6	37.4	120.6	22.0	27.2	32.4	38.3	119.9	124.5
Margin	34.3%	26.0%	25.2%	23.2%	24.4%	15.9%	15.7%	15.9%	16.0%	15.9%	11.0%	12.4%	13.6%	13.4%	12.7%	12.4%
Incremental Margin	-114.5%	-132.9%	16.6%	49.1%		8.4%	16.7%	7.7%	-4.8%		-3.4%	-1.7%	2.2%	1.6%		
Spectrum sales	0.0	251.6	1.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total OCF	88.7	322.3	75.9	63.4	83.8	23.7	27.9	31.6	37.4	120.6	22.0	27.2	32.4	38.3	119.9	124.5
Total OCF Margin	34.3%	60.1%	25.5%	23.2%	24.4%	15.9%	15.7%	15.9%	16.0%	15.9%	11.0%	12.4%	13.6%	13.4%	12.7%	12.4%
Incremental Margin	-114.5%	84.2%	103.4%	51.6%	24.470	8.4%	16.7%	7.7%	-4.8%	13.370	-3.4%	-1.7%	2.2%	1.6%	12.770	12.470
incremental Margin	-114.5%	84.2%	103.4%	51.6%		8.4%	10.7%	7.776	-4.8%		-3.4%	-1.7%	2.276	1.0%		
l	1															
Corporate Expense	24.5	27.9	26.9	28.1	27.8	7.2	7.3	7.3	11.2	33.0	7.9	7.8	7.5	10.9	34.2	35.2
GAAP EBITDA	64.2	294.4	49.1	35.4	56.0	16.6	20.6	24.3	26.2	87.6	14.1	19.4	24.9	27.3	85.7	89.3
		l			I									1	l	
Corporate non-cash comp	3.7	4.9	5.1	3.6	3.9	0.8	0.8	0.8	4.0	6.4	1.2	1.3	1.3	2.7	6.5	6.6
Opex adjustments to cash:																
Amortization of syndication contracts	(0.4)	(0.5)	(0.7)	(0.5)	(0.5)	(0.1)	(0.1)	(0.1)	(0.1)	(0.5)	(0.1)	(0.1)	(0.1)	(0.1)	(0.5)	(0.5)
Payments on syndication contracts	(0.4)	(0.4)	(0.6)	(0.5)	(0.5)	(0.1)	(0.1)	(0.1)	(0.1)	(0.5)	(0.1)	(0.1)	(0.1)	(0.1)	(0.5)	(0.5)
Non-cash comp in direct opex	1.3	1.2	0.7	0.7	1.2	0.3	0.3	0.3	2.3	3.2	0.8	0.9	0.8	0.8	3.3	3.4
Non-recurring cash severance	1	l	0.8	2.3	1.7	0.0		_	0.4	0.4				1	l	
EBITDA attributable to redeemable noncontrolling interest	1	l			3.4	2.8	4.3	2.0	0.0	9.1	0.0	0.0	0.0	0.0	0.0	0.0
Total opex (positive) adjustments to cash	(1.3)	(1.2)	(1.5)	(2.9)	0.5	2.5	3.9	1.7	(2.7)	5.5	(0.8)	(0.9)	(0.8)	(0.8)	(3.3)	(3.4)
	1 1			1 1										1	,	1
Foreign currency (gain) loss	0.0	0.4	1.6	0.8	(1.1)	0.6	(0.3)	0.2	0.1	0.5	0.1	0.1	0.1	0.1	0.5	0.0
7 107			5		()		(/								5	0
Total Adjusted EBITDA	69.2	300.1	54.0	41.2	60.4	14.2	17.8	23.2	32.9	88.0	16.0	21.5	26.9	30.7	95.0	99.3
Total Adjustica EBITDA	05.2	300.1	34.0	41.2	00.4	14.2	17.0	23.2	32.3	88.0	10.0	21.3	20.5	30.7	95.0	99.3
ash					I									1	l	
Other opex for spectrum (in corporate)	I	2.1	1.2													
Adjusted EBITDA (core)	69.2	50.6	54.0	41.209	60.419	14.2	17.8	23.2	32.9	88.0	16.0	21.5	26.9	30.7	95.0	99.3
Memo: adj. EBITDA (core) reported	69.2	50.6	54.0	41.2	60.4	14.2	17.8	23.2	32.9	88.0				1	l	
Model variance: adj. EBITDA	0.0	0.0	0.0	0.0	(0.0)	0.0	0.0	0.0	(0.0)	0.0				1	l	
Adj. EBITDA core margin	26.8%	18.6%	18.2%	15.1%	17.6%	9.5%	10.0%	11.7%	14.0%	11.6%	8.0%	9.8%	11.3%	10.8%	10.1%	9.9%
Incremental Margin	-161.7%	-137.3%	14.0%	55.6%	27.3%	5.3%	12.1%	5.0%	0.3%	6.6%	3.6%	9.0%	9.4%	-4.2%	3.8%	6.5%
<del>-</del>																



Figure 9: Financial Statement Forecasts supporting our valuation (cont.)

In millions, except per share data	2016A	2017A	2018A	2019A	2020A	1Q21	2Q21	3Q21	4Q21	2021A	1Q22E	2Q22E	3Q22E	4Q22E	2022E	20238
Memo: cash opex (core)	\$158.9	\$167.2	\$175.3	\$170.4	\$153.8	\$42.9	\$45.4	\$44.8	\$45.4	\$178.5	\$47.9	\$48.4	\$46.0	\$50.5	\$192.7	\$188.5
Memo: cash opex (core) Memo: cash corporate expense	20.8	23.1	21.8	24.4	23.9	6.4	6.5	6.5	7.2	26.6	6.7	6.5	6.2	8.3	27.7	28.6
Memo: total non-cash comp	5.0	6.1	5.8	4.4	5.1	1.1	1.1	1.1	6.3	9.6	2.1	2.2	2.1	3.4	9.8	10.0
Memo: adj. EBITDA - (OCF - cash corporate)	1.3	3.0	1.1	2.2	0.6	(3.1)	(3.6)	(1.9)	2.6	(6.0)	0.7	0.7	0.7	0.7	2.8	3.4
Memo: PF EBITDA attributable to redeemable noncontrolling in	nterest															
D&A	15.3	16.4	16.3	16.6	17.3	5.2	5.1	5.9	6.3	22.4	6.5	6.5	6.5	6.5	25.8	26.2
D&A % of Revenue	5.9%	6.0%	5.5%	6.1%	5.0%	3.5%	2.8%	3.0%	2.7%	2.9%	3.2%	2.9%	2.7%	2.3%	2.7%	2.6%
Change in fair value contingent consideration			(1.2)	(6.478)	0.000	0.0	0.0	0.0	8.2	8.2	0.0	0.0	0.0	0.00	0.0	0.0
Impairments	0.0	0.0	0.0	32.1	40.0	1.3	0.1	0.2	1.4	3.0	0.0	0.0	0.0	0.0	0.0	0.0
Pro Control of the Co	0.0														_	
Other operating (gain) loss		(0.3)	(1.2)	(6.0)	(6.9)	(1.9)	(0.5)	(2.4)	(2.1)	(7.0)	(0.1)	(0.1)	(0.1)	(0.1)	(0.4)	(0.4)
Gain (Loss) on Sale	(0.1)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Reserves, accruals and other, net	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Operating Income (EBIT Inc. Impairments)	48.9	277.9	33.6	(1.7)	6.6	11.4	16.2	20.5	12.4	60.5	7.6	13.0	18.4	20.8	59.8	63.5
Operating Margin %	18.9%	51.8%	11.3%	-0.6%	1.9%	7.6%	9.1%	10.3%	5.3%	8.0%	3.8%	5.9%	7.7%	7.3%	6.3%	6.3%
Interest expense	(15.5)	(16.7)	(13.7)	(13.7)	(8.3)	(1.7)	(1.8)	(1.7)	(1.7)	(6.9)	(1.4)	(1.5)	(1.5)	(1.5)	(6.0)	(8.4)
Noncash interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Interest income	0.3	0.8	2.0	3.4	1.7	0.1	0.0	0.0	0.0	0.2	0.0	0.0	0.0	(0.0)	0.0	0.0
Net interest expense	(15.2)	(15.9)	(11.8)	(10.3)	(6.5)	(1.6)	(1.8)	(1.7)	(1.7)	(6.8)	(1.4)	(1.5)	(1.5)	(1.6)	(6.0)	(8.4)
Loss on debt extinguishment	(0.2)	(3.3)	(0.6)	(0.3)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other income, net	0.0	0.0	0.2	0.9	0.0	0.0	0.0	0.2	0.0	0.2	0.0	0.0	0.0	0.0	0.0	0.0
Pretax income	33.5	258.6	21.4	(11.3)	0.1	9.8	14.5	19.0	10.6	53.9	6.1	11.5	16.9	19.3	53.8	55.1
Pretax margin	13.0%	48.2%	7.2%	(11.3) NM	0.0%	6.6%	8.1%	9.5%	4.6%	7.1%	3.1%	5.2%	7.1%	6.8%	5.7%	5.5%
· · · · · · · · · · · · · · · · · · ·	13.0/6	+0.∠/0	1.2/0	14141	0.076	0.070	0.1/0	5.5/0	4.070	/.1/0	3.1/0	J.270	7.1/0	3.670	3.170	3.3%
Income (taxes) benefit	(13.1)	(82.6)	(7.9)	(8.2)	(1.5)	(2.8)	(4.0)	(5.1)	(6.8)	(18.7)	(2.8)	(4.0)	(5.1)	(6.9)	(18.8)	(19.3)
Effective tax rate	39.1%	31.9%	36.8%	-72.1%	1276.3%	28.5%	27.6%	26.9%	63.7%	34.6%	45.4%	34.8%	30.3%	35.9%	35.0%	35.0%
Cash tax rate	1.8%	0.3%	15.2%	-25.2%	6552.5%	-2.0%	22.7%	2.5%	5.4%	7.7%	16.8%	9.0%	6.1%	5.3%	7.7%	30.0%
Net Income (Before Equity Investments)	20.4	176.0	13.5	(19.5)	(1.4)	7.0	10.5	13.9	3.9	35.2	3.4	7.5	11.8	12.4	35.0	35.8
Equity in net of noncon. affils.	0.0	(0.3)	(1.4)	(0.2)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(0.1)	(0.1)	0.2	0.0	0.0
Equity in fact of floricons arms.	0.0	(0.5)	(2)	(0.2)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(0.2)	(0.2)	0.2	0.0	0.0
Demonstrad Nick Service	20.4	475 7	42.2	(10.7)	(4.4)	7.0	10.5	12.0	2.0	25.2	2.4	7.4	44.7	42.5	25.0	25.0
Reported Net income	20.4	175.7	12.2	(19.7)	(1.4)	7.0		13.9	3.9	35.2	3.4	7.4	11.7	12.5	35.0	35.8
Net margin	26.8%	9.4%	18.1%	15.1%	17.6%	9.5%	10.0%	11.7%	14.0%	11.6%	8.0%	9.8%	11.3%	10.8%	10.1%	9.9%
Accretion of Preferred	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minority Interest	•				2.5	1.6	2.6	1.8	0.0	5.9	0.0	0.0	0.0	0.0	0.0	0.0
,																
Net inc. to common pre-1-time	20.4	175.7	12.2	(19.7)	(3.9)	5.4	7.9	12.1	3.9	29.3	3.4	7.4	11.7	12.5	35.0	35.8
Net margin	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NN
EPS - Basic, Continuing Operations	\$0.23	\$1.95	\$0.14	(\$0.23)	(\$0.05)	\$0.06	\$0.09	\$0.14	\$0.04	\$0.34	\$0.04	\$0.08	\$0.13	\$0.14	\$0.41	\$0.43
Extraordinary items/discontinued items	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income to common	20.4	175.7	12.2	(19.712)	(3.9)	5.4	7.9	12.1	3.9	29.3	3.4	7.4	11.7	12.5	35.0	35.8
EPS - basic	\$0.23	\$1.95	\$0.14	(\$0.23)	(\$0.05)	\$0.06	\$0.09	\$0.14	\$0.05	\$0.34	\$0.04	\$0.09	\$0.14	\$0.15	\$0.41	\$0.43
EPS - diluted	\$0.23	\$1.91	\$0.14			7	\$0.09	\$0.14	\$0.03	\$0.33	\$0.04	\$0.08	\$0.13	\$0.14	\$0.41	\$0.43
				(\$0.23)	(\$0.05)	\$0.06				\$0.33	\$0.04	\$0.08	\$0.13	\$0.14	\$0.40	\$0.42
EPS reported by company	\$0.22	\$1.91	\$0.13	(\$0.23)	(\$0.05)	\$0.06	\$0.09	\$0.14	\$0.04							
Model variance: EPS	\$0.00	\$0.00	\$0.00	(\$0.00)	\$0.00	\$0.00	(\$0.00)	(\$0.00)	\$0.00							
Pro forma adjustments	0.0	0.0	0.0	0.0	39.8	0.0	0.0	0.0	9.6	9.6	0.0	0.0	0.0	0.0	0.0	0.0
Pro forma net income	20.4	175.7	12.2	(19.7)	35.9	5.4	7.9	12.1	13.5	38.9	3.4	7.4	11.7	12.5	35.0	35.8
Pro forma EPS - basic	\$0.23	\$1.95	\$0.14	(\$0.23)	\$0.43	\$0.06	\$0.09	\$0.14	\$0.16	\$0.46	\$0.04	\$0.09	\$0.14	\$0.15	\$0.41	\$0.43
		\$1.93		(\$0.23)		\$0.06	\$0.09		,	\$0.44	\$0.04	\$0.03		\$0.13		
Pro forma EPS	\$0.22		\$0.13		\$0.43			\$0.14	\$0.15				\$0.13		\$0.40	\$0.42
EPS shares - Basic	89.3	90.3	89.1	85.1	84.2	85.0	85.2	85.4	85.6	85.3	85.0	84.6	84.2	83.9	84.4	83.3
EPS shares - Diluted	91.3	91.9	90.3	85.1	84.2	87.0	87.8	88.3	88.6	87.9	87.9	87.6	87.2	86.8	87.4	86.3
Free Cash Flow:																
EBITDA	69.2	50.6	54.0	41.2	60.4	14.2	17.8	23.2	32.9	88.0	16.0	21.5	26.9	30.7	95.0	99.3
Cash net interest	-14.4	-12.7	-10.6	-9.4	-5.9	-1.4	-1.6	-1.5	-1.6	-6.2	-1.4	-1.5	-1.5	-1.6	-6.0	-8.4
Other adjustments to cash	14.4	250.0	1.9	4.7	5.3	1.9	0.5	2.6	1.7	6.8	1.7	1.5	1.5	1.0	0.0	3.5
									-	-						
- Cash taxes	-0.6	-0.8	-3.3	-2.8	-7.7	0.2	-3.3	-0.5	-0.6	-4.1	-1.0	-1.0	-1.0	-1.0	-4.1	-16.5
Cash taxes / EBITDA	1%	2%	6%	7%	13%	0.0	18%	2%	2%	5%	6%	5%	4%	3%	4%	17%
Minus: capex	-9.1	-12.1	-17.0	-25.3	-9.5	-1.8	-1.0	-1.4	-1.3	-5.6	-3.1	-3.1	-3.1	-3.1	-12.5	-11.1
	59%	74%	105%	152%	55%	35%	20%	24%	21%	25%	48%	48%	48%	48%	48%	42%
		24%	31%	61%	16%	13%	6%	6%	4%	6%	20%	15%	12%	10%	13%	11%
Capex / D&A	100/	2476	31%	0176	10%	1370	076	076	470	076	2076	1370	1270	1076	1370	11%
Capex / D&A Capex / EBITDA	13%															
Capex / D&A Capex / EBITDA Plus: cost of revenue for spectrum usage rights		12.1														
Capex / D&A Capex / EBITDA Plus: cost of revenue for spectrum usage rights = Free Cash Flow	45.2	287.1	25.0	8.3	42.6	13.0	12.4	22.4	31.1	78.9	10.4	15.8	21.2	25.0	72.4	63.2
Capex / D&A Capex / EBITDA Plus: cost of revenue for spectrum usage rights			<b>25.0</b> 25.0	<b>8.3</b> 8.3	<b>42.6</b> 43.0	<b>13.0</b> 13.0	12.4	22.4 22.4	31.1	78.9	10.4	15.8	21.2	25.0	72.4	63.2
Capex / D&A Capex / EBITDA Plus: cost of revenue for spectrum usage rights = Free Cash Flow	45.2	287.1					12.4		31.1	78.9 78.9	10.4	15.8 15.8	21.2	25.0 25.0	72.4 72.4	63.2
Capex / D&A Capex / EBITDA Plus: cost of revenue for spectrum usage rights = Free Cash Flow Free cash flow (reported by company)	<b>45.2</b> 45.2	<b>287.1</b> 287.1	25.0	8.3	43.0	13.0		22.4								
Capex / D&A Capex / EBITDA Plus: cost of revenue for spectrum usage rights = Free Cash Flow Free cash flow (reported by company) Free Cash Flow (core)	<b>45.2</b> 45.2 <b>45.2</b>	287.1 287.1 37.6	25.0 25.0	8.3 <b>8.3</b>	43.0 <b>42.6</b>	13.0 <b>13.0</b>	12.4	22.4 22.4	31.1	78.9	10.4	15.8	21.2	25.0	72.4	63.2



Figure 10: Financial Statement Forecasts supporting our valuation (cont.)

ANNUAL PERCENTAGE CHANGE	2016A	2017E	2018A	2019A	2020A	1Q21	2Q21	3Q21	4Q21	2021A	1Q22E	2Q22E	3Q22E	4Q22E	2022E	2023E
Net revenue growth	1.7%	107.4%	-44.4%	-8.1%	25.8%	131.7%	295.5%	216.0%	36.2%	121.0%	33.8%	23.0%	19.7%	22.0%	23.9%	6.9%
Net revenue (core) growth	1.7%	5.3%	9.0%	-7.8%	25.8%	131.7%	295.5%	216.0%	36.2%	121.0%	33.8%	23.0%	19.7%	22.0%	23.9%	6.9%
TV revenue growth	0.3%	-7.2%	2.5%	-1.4%	3.2%	-7.9%	26.3%	-3.5%	-20.3%	-4.9%	-16.0%	-9.3%	-6.2%	-12.3%	-11.0%	-9.0%
Radio revenue growth	-0.4%	-11.8%	-4.5%	-13.9%	-15.9%	-3.5%	NM	42.5%	-0.5%	25.4%	9.7%	6.9%	-5.7%	4.2%	3.1%	-12.0%
Digital revenue growth	22.5%	146.7%	41.8%	-14.9%	108.0%	661.2%	1045.0%	970.1%	69.1%	287.5%	54.3%	33.2%	29.0%	31.4%	35.4%	11.2%
Cost of revenue	31.7%	NM	36.7%	-18.5%	NM	NM	NM	NM	73.9%	NM	51.7%	31.1%	27.8%	31.9%	34.2%	10.3%
Direct expense	3.7%	-2.2%	3.1%	41.7%	-12.1%	-25.5%	-11.9%	-16.7%	-31.5%	-22.4%	-2.9%	-0.3%	-1.5%	-7.9%	-3.3%	-10.0%
SG&A	5.9%	NM	NM	-21.1%	-10.3%	-28.8%	-9.2%	-1.1%	NM	NM	-0.4%	4.0%	6.9%	32.9%	28.6%	7.4%
Opex	5.9%	NM	NM	-4.8%	23.8%	NM	NM	NM	49.7%	NM	41.6%	27.7%	22.9%	25.8%	28.6%	7.4%
Opex (core)	4.6%	5.1%	5.0%	-1.9%	-11.6%	0.4%	25.4%	26.6%	4.6%	12.9%	20.5%	18.8%	8.6%	6.7%	13.3%	-2.1%
TV opex	3.7%	-2.2%	3.1%	0.1%	-4.2%	-8.6%	10.0%	6.2%	-2.6%	0.6%	-2.9%	-0.3%	-1.5%	-7.9%	-3.3%	-10.0%
Radio opex	5.5%	-3.2%	-6.2%	-4.5%	-26.3%	-16.9%	8.2%	0.8%	-5.5%	-4.2%	-0.4%	4.0%	6.9%	-5.8%	1.0%	-7.0%
Digital opex	7.0%	107.8%	41.8%	-2.6%	-5.0%	58.1%	95.3%	145.0%	27.1%	68.5%	82.0%	62.0%	25.4%	35.7%	49.0%	8.6%
Total OCF (core)	-5.3%	-20.3%	5.8%	-15.2%	32.1%	42.6%	NM	49.5%	-7.4%	44.0%	-7.3%	-2.5%	2.7%	2.3%	-0.6%	3.8%
TV OCF	-3.2%	-12.6%	1.7%	-3.3%	12.8%	-7.1%	57.7%	-13.3%	-34.5%	-11.0%	-32.1%	-21.3%	-11.9%	-17.5%	-20.6%	-7.5%
Radio OCF	-26.3%	-65.4%	25.8%	NM	NM	NM	NM	NM	11.0%	NM	69.4%	13.6%	-24.2%	23.8%	7.8%	-22.4%
Digital OCF	NM	-68.5%	NM	NM	NM	NM	NM	NM	83.5%	NM	40.1%	20.0%	51.1%	20.4%	30.5%	26.3%
Corporate expense	9.0%	12.1%	1.0%	3.0%	3.0%	2.0%	15.0%	-4.0%	-18.0%	3.0%	-2.0%	-13.0%	4.2%	47.9%	3.0%	3.0%
Adjusted EBITDA (core)	-9.3%	-26.9%	6.8%	-23.7%	46.6%	46.7%	NM	41.7%	0.6%	45.7%	12.6%	20.8%	15.8%	-6.6%	7.9%	4.5%
D & A	-4.0%	7.0%	-0.8%	2.3%	3.8%	14.9%	31.0%	50.0%	26.2%	29.7%	24.6%	27.3%	9.5%	3.2%	15.3%	1.3%
Operating income	-11.5%	NM	-88.5%	-36.9%	88.3%	81.4%	NM	39.4%	-18.7%	47.4%	-5.9%	10.9%	13.0%	2.4%	6.0%	-100.0%
Pretax income	-20.3%	NM	-91.7%	NM	NM	NM	NM	49.0%	-61.4%	NM	-37.2%	-20.7%	-11.1%	81.2%	-0.2%	2.4%
Net income pre-extra.	-20.5%	NM	-93.1%	NM	NM	NM	NM	34.5%	-81.0%	NM	-38.2%	-5.8%	-3.8%	NM	19.4%	2.4%
EPS, Continuing Operations	-20.7%	NM	-92.8%	NM	NM	NM	NM	27.3%	-83.3%	NM	-33.3%	-11.1%	-7.1%	NM	20.6%	4.9%
EPS - diluted	-21.4%	NM	-93.0%	NM	NM	NM	NM	29.3%	-81.5%	NM	-38.9%	-5.5%	-2.5%	NM	20.1%	3.7%
FCF/share	NM	-18.0%	-31.7%	-64.3%	NM	NM	NM	NM	6.1%	76.5%	-20.0%	28.6%	-4.0%	-17.1%	-7.8%	-12.0%
EPS shares - Diluted	1.1%	0.6%	-1.7%	-5.8%	-1.0%	3.2%	3.7%	4.1%	3.0%	4.4%	1.1%	-0.3%	-1.3%	-2.0%	-0.6%	-1.3%



Figure 11: Financial Statement Forecasts supporting our valuation (cont.)

Segments																
In millions		I			I											
AS REPORTED	2016A	2017A	2018A	2019A	2020A	1Q21	2Q21	3Q21	4Q21	2021A	1Q22E	2Q22E	3Q22E	4Q22E	2022E	2023E
Revenue:							,		,					,		
Television	\$159.5	\$148.1	\$151.7	\$149.7	\$154.5	\$36.1	\$34.1	\$36.5	\$40.2	\$146.8	\$30.3	\$30.9	\$34.2	\$35.3	\$130.7	\$118.9
Radio	75.8	66.9	63.9	55.0	46.3	11.3	14.1	16.4	16.1	58.0	12.4	15.1	15.5	16.8	59.8	52.6
Digital	23.1	57.1	81.0	68.9	143.3	101.5	130.2	146.1	177.5	555.3	156.5	173.4	188.5	233.2	751.7	835.8
Revenue	258.5	272.1	296.6	273.6	344.0	148.9	178.4	199.0	233.9	760.2	199.2	219.4	238.2	285.3	942.2	1,007.4
Cost of revenue:	230.3	2/2.1	290.0	2/3.0	344.0	140.9	170.4	199.0	255.9	700.2	199.2	219.4	230.2	203.3	942.2	1,007.4
	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Television	0.0		0.0		0.0				0.0				0.0	0.0	0.0	0.0
Radio	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Digital	9.5	33.0	45.1	36.8	106.9	84.8	109.0	124.3	148.4	466.5	128.6	142.9	159.0	195.8	626.2	691.0
Cost of revenue	9.5	33.0	45.1	36.8	106.9	84.8	109.0	124.3	148.4	466.5	128.6	142.9	159.0	195.8	626.2	691.0
Opex:																
Television	83.6	81.7	84.3	84.4	80.9	19.9	19.5	20.1	21.8	81.4	19.3	19.5	19.8	20.1	78.7	70.8
Radio	65.4	63.3	59.4	56.7	41.8	9.7	9.9	9.8	10.7	40.0	9.6	10.3	10.5	10.1	40.4	37.6
Digital	11.2	23.4	33.1	32.3	30.6	10.9	12.0	13.2	15.5	51.6	19.8	19.5	16.5	21.1	76.9	83.4
Opex	160.2	168.4	176.8	173.4	153.3	40.4	41.4	43.1	48.1	173.0	48.7	49.2	46.8	51.3	196.0	191.9
OCF:																
Television	75.9	66.3	67.4	65.2	73.6	16.2	14.5	16.3	18.4	65.4	11.0	11.4	14.4	15.2	52.0	48.1
Radio	10.5	3.6	4.6	(1.7)	4.5	1.6	4.2	6.7	5.5	18.0	2.8	4.8	5.0	6.8	19.4	15.0
Digital	2.4	0.7	2.8	(0.1)	5.7	5.9	9.2	8.6	13.6	37.2	8.2	11.0	13.0	16.3	48.6	61.4
OCF	88.7	70.7	74.8	63.4	83.8	23.7	27.9	31.6	37.4	120.6	22.0	27.2	32.4	38.3	119.9	124.5
	-															
PRO FORMA	2016A	2017A	2018A	2019A	2020A	1Q21	2Q21	3Q21	4Q21	2021A	1Q22E	2Q22E	3Q22E	4Q22E	2022E	2023E
Revenue:																
Television	159.5	148.1	151.7	149.7	154.5	36.1	34.1	36.5	40.2	146.8	30.3	30.9	34.2	35.3	130.7	118.9
Radio	75.8	66.9	63.9	55.0	46.3	11.3	14.1	16.4	16.1	58.0	12.4	15.1	15.5	16.8	59.8	52.6
Digital			92.1	228.3	315.9	109.5	140.1	146.1	177.5	573.2	156.5	173.4	188.5	233.2	751.7	835.8
Revenue	273.7	281.7	307.8	433.0	516.6	156.9	188.3	199.0	233.9	778.1	199.2	219.4	238.2	285.3	942.2	1,007.4
Cost of revenue:																
Television	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Radio	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Digital	9.5	33.0	45.1	173.0	253.2	91.0	116.0	124.3	148.4	479.7	128.6	142.9	159.0	195.8	626.2	691.0
Cost of revenue	9.5	33.0	45.1	173.0	253.2	91.0	116.0	124.3	148.4	479.7	128.6	142.9	159.0	195.8	626.2	691.0
Opex:																
Television	83.6	81.7	84.3	84.4	80.9	19.9	19.5	20.1	21.8	81.4	19.3	19.5	19.8	20.1	78.7	70.8
Radio	65.4	63.3	59.4	56.7	41.8	9.7	9.9	9.8	10.7	40.0	9.6	10.3	10.5	10.1	40.4	37.6
Digital			43.9	45.5	45.4	12.4	14.7	13.2	15.5	55.8	19.8	19.5	16.5	21.1	76.9	83.4
Opex	160.2	168.4	187.6	186.6	168.1	42.0	44.1	43.1	48.1	177.3	48.7	49.2	46.8	51.3	196.0	191.9
OCF:									-							
Television	75.9	66.3	67.4	65.2	73.6	16.2	14.5	16.3	18.4	65.4	11.0	11.4	14.4	15.2	52.0	48.1
Radio	10.5	3.6	4.6	(1.7)	4.5	1.6	4.2	6.7	5.5	18.0	2.8	4.8	5.0	6.8	19.4	15.0
Digital	17.5	10.4	3.2	9.8	17.3	6.1	9.5	8.6	13.6	37.7	8.2	11.0	13.0	16.3	48.6	61.4
OCF	103.9	80.3	75.2	73.4	95.3	23.9	28.2	31.6	37.4	121.2	22.0	27.2	32.4	38.3	119.9	124.5
locr	105.9	60.5	75.2	/5.4	93.3	23.9	20.2	31.0	37.4	121.2	22.0	21.2	32.4	30.3	119.9	124.5
CONSOLIDATED PRO FORMA	2016A	2017A	2018A	2019A	2020A	1Q21	2Q21	3Q21	4Q21	2021A	1Q22E	2Q22E	3Q22E	4Q22E	2022E	2023E
Revenue	273.7	281.7	307.8	433.0	516.6	156.9	188.3	199.0	233.9	778.1	199.2	219.4	238.2	285.3	942.2	1,007.4
Growth	7.7%	2.9%	9.3%	40.7%	19.3%	45.8%	106.3%	60.3%	20.8%	50.6%	27.0%	16.5%	19.7%	22.0%	21.1%	6.9%
Cost of Revenue	9.5	33.0	45.1	173.0	253.2	91.0	116.0	124.3	148.4	479.7	128.6	142.9	159.0	195.8	626.2	691.0
Growth	31.7%	246.0%	36.7%	283.6%	46.4%	101.6%	152.8%	106.6%	45.4%	89.4%	41.3%	23.3%	27.8%	31.9%	30.6%	10.3%
Opex	160.2	168.4	187.6	186.6	168.1	42.0	44.1	43.1	48.1	177.3	48.7	49.2	46.8	51.3	196.0	191.9
Growth	4.6%	5.1%	11.4%	-0.5%	-9.9%	-5.3%	18.5%	11.0%	0.8%	5.5%	16.0%	11.6%	8.6%	6.7%	10.6%	-2.1%
OCF	103.9	80.3	75.2	73.4	95.3	23.9	28.2	31.6	37.4	121.2	22.0	27.2	32.4	38.3	119.9	124.5
Growth	2.9%	-22.7%	-6.4%	-2.4%	29.9%	31.8%	244.8%	25.7%	-14.6%	27.1%	-8.2%	-3.5%	2.7%	2.3%	-1.0%	3.8%
																_
Corporate	20.8	23.1	21.8	24.4	23.9	6.4	6.5	6.5	7.2	26.6	6.7	6.5	6.2	8.3	27.7	28.6
Growth	8.5%	10.8%	-5.5%	12.0%	-2.0%	3.6%	39.7%	15.3%	-3.2%	11.3%	4.3%	-0.7%	-3.6%	14.9%	4.0%	3.2%
Memo: adj. EBITDA - (OCF - cash corporate)	1.3	3.0	1.1	2.2	0.6	(3.1)	(3.6)	(1.9)	2.6	(6.0)	0.7	0.7	0.7	0.7	2.8	3.4
EBITDA	84.4	60.2	54.4	51.2	71.9	14.4	18.1	23.2	32.9	88.6	16.0	21.5	26.9	30.7	95.0	99.3
Growth	3.2%	-28.7%	-9.6%	-6.0%	40.6%	39.0%	322.5%	13.9%	-8.9%	23.1%	10.8%	18.8%	15.8%	-6.6%	7.3%	4.5%

Figure 12: DCF analysis supports \$8.50 12-month price target within \$7-9.50 range

Cloth   Cloh   Cloth   Cloth   Cloth   Cloth   Cloth   Cloth   Cloth   Cloth	ל יוו וויייים מיכלה לכן מומר מוויים															
Carrell (17-20)   Carrell (1		3			A	SUMPTIONS										
Second   S		Current	YE 2022	YE 2023	~	sk Free Rate			2.4%			CAGRs				
14   72   8   Assume Continuencial Convolvation   159   12	Firm Value	825	852	849	ы	uity Premium			2.0%		2018-22	2020-24	2022-26	2025-26		
1	(-) Total Net Debt	144	72	∞	As	sumed LT Gro	wth Rate (g)		%0 EB	ITDA	15%	70%	%6	11%		
State   Proc.   2-9   1.2-9	(+) NOLs/Tax Assets	31	31	31	Σ	/ of Equity Cal	lculation		요	F to Firm	38%	15%	11%	11%		
State   Stat	(-) Options (Claims on Entravisior	(2.9)	(2.9)	(2.9)	<u>s</u>	are Price			\$5.24			CAGRs				
SS   SS   SS   SS   SS   SS   SS   S					ō	tstanding Sha	res		88.3		2019-23	2021-25	2023-27	2026-27		
State   Stat	Common Equity Value	735.4	808.5	868.7	Σ	/ of Equity			462.8 EB	ITDA	72%	%	2%	-2%		
SS24   SS24   SS24   Content Conference   Supplementary Conference   Supp	2 con	00	0	000	<u> </u>	imate MV of	Debt Calculat	ion		F to Firm	MN	14%	7%	-2%		
SS24   SS24   SS24   Wight display to bear   1440     SS25   SS24   SS24   Wight display to bear   1440     SS25   SS24	Shares Outstanding	88.3	88.3	200.3	<u> </u>	erest expense	4									
SS33   SS16   SS24   SS24   SUGGROUP OPER   1440   SS25	1	4	ţ	,	3 3	rrent Cost of L	eot		2.00%							
5533   5918   5924   Cirimate MVd Debt   1440     5530   2018   2020   2021   2022   2024   2025   2020   2021   1020     5530   2020   41.2   60.4   880   95.0   99.3   1271   1220   1355   139.1     5410   41.2   60.4   880   95.0   99.3   1271   1220   1355   139.1     5410   41.2   60.4   880   95.0   99.3   1271   1220   1355   139.1     5410   41.2   60.4   880   95.0   99.3   1271   1220   1355   139.1     5410   51.3   16.5   17.3   12.0   12.0   12.0   12.0   12.0     5410   51.3   16.5   17.3   12.1   12.0   12.0   12.0   12.0     5410   51.3   16.5   17.3   12.1   12.0   12.0   12.0   12.0     5410   51.3   30.0   30.0   30.0   30.0   30.0   30.0   30.0   30.0     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3   51.3     5410   51.3   51.3   51.3   51.3   51.3   51.3   51.3   51.3   51.3   51.3   51.3   51.3   51.3   51.3   51.3   51.3   51	Current Share Price	\$5.24	\$5.24	\$5.24	≥ 2	gtd Avg Matur	rty of Debt									
5300   2010   2010   2010   2011   2012   2013   2014   2015   2015   2017   Terminal     5400   41.2   66.4   88.0   95.0   97.1   120.0   135.2   120.1     5400   41.2   66.4   88.0   95.0   97.1   120.0   135.2   120.1     5400   5200   2011   2012   2013   2014   86.2   2012   2011   2018     5400   5200   2013   2013   121.0   121.0   121.0   121.0   121.0   121.0     5400   52.3   65.5   61.2   121.0   121.0   121.0   121.0   121.0   121.0   121.0     5400   52.3   65.3   65.4   121.0   121.0   121.0   121.0   121.0   121.0   121.0     5400   52.3   65.3   65.3   65.4   62.2   33.7   35.7   35.2   39.0     5400   52.3   65.3   65.4   62.2   33.7   35.2   39.0     5400   52.3   65.0   61.2   121.0   121.0   121.0   121.0   121.0     5400   52.3   52.0   52.0   30.0   30.0   30.0   30.0   30.0     5400   52.4   52.4   52.4   52.4   52.2   52.4	Value Per Share	\$8.33	\$9.16	\$9.84	<u>S</u>	or Dear timate MV of	Debt		144.0							
Fig. 8700 S201 S202 S202 S203 S204 S205 S205 S205 S205 S205 S205 S205 S205	12-month	\$9.50			J											
2018   2020   2021   2022   2023   2024   2025	12-month (SoTP)	\$7.00														
S40   412   604   880   950   993   1271   1220   1355   1291   936     113   714   129   1291   1220   1355   1291   936     113   714   129   1291   1280   1293   1291   1200   1358     115   115   115   115   129   129   129   129   129   129     110   123   165   195   195   129   129   129   129   129     111   117   117   117   112   129   135   136     110   110   125   129   131   120   135   135   136     111   111   111   111   111   111   120   135   136     111   112   112   112   120   135   136     111   111   111   111   111   111   120   135   136     111   112   112   120   135   136     111   112   112   112   112   131   131     112   113   114   114   114   114   114   114   114   114   114   114   114   114     115   116	Discounted Cash Flow			2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	Ter	minal	
13.8   34.6   43.1   55.6   59.2   73.1   53.4   56.5   59.2   73.1   53.4   56.5   59.2   73.1   53.4   59.5   59.1   59.3   59.5   59.0     16.3   16.3   12.3   12.4   12.9   12.3   12.4   12.9   12.3   12.3   12.9   12.3   12.9   12.3   12.9   13.5     16.4   16.7   12.3   12.4   12.3   12.3   12.3   12.3   12.3   12.3   12.3   12.3   12.3   13.5     16.4   16.7   12.3   12.4   12.3   12.3   12.3   12.3   12.3   13.5   13.5     16.5   12.3   12.4   12.3   12.3   12.3   12.3   12.3   13.5   13.3     16.5   12.3   12.3   12.3   12.3   12.3   12.3   13.3   13.3     16.5   12.3   12.3   12.3   12.3   12.3   13.3   13.3   13.3     16.5   12.3   12.3   12.3   12.3   13.3   13.3   13.3   13.4     16.5   12.3   12.3   12.3   13.3   13.3   13.3   13.3   13.3   13.3   13.3     16.5   12.3   12.3   12.3   13.3   13.3   13.3   13.3   13.3     16.5   12.3   12.3   12.3   13.3   13.3   13.3   13.3   13.3     16.5   12.3   12.3   12.3   13.3   13.3   13.3   13.3   13.3   13.3     16.5   12.3   12.3   12.3   13.3   13.3   13.3   13.3   13.3   13.3     16.5   12.3   12.3   12.3   13	EBITDA			54.0	41.2	60.4	0.88	95.0	99.3	127.1	122.0	135.5	129.1			
11.3   (7.4)   (12.9)   (20.8)   (21.9)   (20.9)   (22.9)   (27.0)   (32.8)   (32.8)   (32.9)   (32.8)   (32.	EBIT			37.8	24.6	43.1	9.59	69.2	73.1	93.4	86.2	97.2	90.1		93.6	
16.3   16.5   17.3   22.4   25.8   26.2   33.7   33.7   33.0   33.0     17.0   (12.3)   (9.5)   (5.6)   (12.5)   (11.1)   (12.3)   (12.9)   (13.5)   (13.5)     18.3   (12.5)   (12.5)   (11.1)   (12.3)   (12.9)   (13.5)   (13.5)     18.3   (12.5)   (12.5)   (12.1)   (12.3)   (12.9)   (13.5)   (13.5)     18.3   (12.5)   (12.5)   (12.5)   (12.1)   (12.3)   (12.9)   (13.5)   (13.5)     18.3   (12.5)   (12.5)   (12.5)   (12.3)   (12.3)   (12.3)   (13.5)   (13.5)   (13.5)     18.4   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)     18.4   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)     18.4   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)     18.4   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)     18.4   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)     18.4   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)     18.4   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)   (12.5)     18.4   (12.5)   (12.5	Less Cash Taxes			(11.3)	(7.4)	(12.9)	(19.7)	(20.8)	(21.9)	(28.0)	(25.9)	(29.2)	(27.0)		(32.8)	
17.0   25.3   9.5   (5.6   11.25   11.1   11.1   11.2   11.29   (13.5   13.0	Plus D&A			16.3	16.6	17.3	22.4	25.8	79.7	33.7	35.7	38.2	39.0		39.0	
16.4   (8.7)   8.7   (15.5)   (2.7)   (4.5)   (4.5)   (4.5)   (4.9)   (5.1)	Less Cap Ex			(17.0)	(25.3)	(9.5)	(2.6)	(12.5)	(11.1)	(11.7)	(12.3)	(12.9)	(13.5)		(39.0)	
## 16.3   10.1) 46.6   47.2   59.1   62.8   82.9   79.3   88.2   83.6   55.8    ## 144   2.44   2.44   2.44   3.10%   30.0%	Less Increase in WC			(9.4)	(8.7)	8.7	(15.5)	(2.7)	(3.4)	(4.5)	(4.5)	(5.2)	(4.9)		(5.1)	
300% 300% 300% 300% 300% 300% 300% 300%	Free Cash Flow to Firm			16.3	(0.1)	46.6	47.2	59.1	62.8	82.9	79.3	88.2	83.6		55.8	
144 2 44 2 144 2 144 2 145 2 148 2 1	Tax Rate			30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%		35.0%	
2-44  2-48  2-48  2-48  2-48  1-16  0-34  1-16  1-16  1-16  1-16  1-16  1-16	Net Debt			144												
31% 76% 76% 1.16  1.16  3.5%  2.2%  3.5%  3.5%  3.5%  4.5%  7.0%	Leverage Mult.			2.4x												
24% 76% 116 116 118 335% 922% 776 776 776 776 776 776 776 776 60.5 62.8 55.7 25.2 54.9 67.6 60.5 62.8 55.7 25.2 54.9 67.6 60.5 62.8 55.7 25.3 55.2 54.9 67.6 60.5 62.8 55.7 25.3 55.2 54.9 67.6 60.5 62.8 55.7 25.3 55.2 54.9 67.6 60.5 62.8 55.7 25.3 55.2 54.9 67.6 60.5 62.8 55.7 25.3 55.2 54.9 67.6 60.5 62.8 55.7 25.3 55.2 54.9 67.6 60.5 62.8 55.7 25.4 64.7 776 776 776 776 776 776 776 776 776 7	D/Equity			31%												
aget)  110  33%  82%  7.0%  7.	D/EV			24%												
aget) 33% 33% 34% 24.7 35.7 24.7 35.7 24.6 24.7 25.2 24.9 67.6 60.5 62.8 55.7 58.7 58.7 58.7 58.7 58.6 58.6 58.6 58.6 58.6 58.6 59.6 59.6 59.6 59.6 59.6 59.6 59.6 59	E/EV			%9 <i>L</i>				•								
1.16 35.% 35.% 35.% 35.% 36.7 36.0 37.% 37.% 37.% 37.% 37.% 37.% 37.% 37.%	Unlevered Beta			0.94				•								
aget)  35%  82%  7.0%  7	Levered Beta			1.16												
35.87 82.87 7.08 7% 7% 7% 7% 7% 7% 7% 7% 7% 7% 7% 7% 7%	D/Equity (long-term target)			33%												
8.2% 7.6 7% 7% 7% 7% 7% 7% 7% 7% 7% 7% 7% 7% 7%	Cost of Debt (AT)			3.5%												
TANN 7% 7% 7% 7% 7% 7% 7% 7% 7% 7% 7% 7% 7%	Cost of Equity			8.2%												
55.2 54.9 67.6 60.5 62.8 55.7  Current YE 2022 YE 2023  356.7 32.6 62.8 55.7  58.7 72.4 64.7 67.2 59.6  494.9 529.7 56.8  851.6 852.3 894.3	WACC			7.0%		7%	%	7%	%/	%	7%	%/	7%			
Current YE 2022 YE 2023 58.7 7.24 64.7 67.2 59.b 775 69.3 72.0 63.8 75.6 795.6 795.6 851.6 882.3 849.3	PV of CF							55.2	6.43	67.6	60.5	62.8	55.7			
### 15.02.   15.02.   15.02.   735.6		Turrant	VE 2022	VE 2023					28.	77.5	60 ./ 60 ./	7.70	59.6 63.8			
494.9 529.7 566.8 851.6 882.3 889.3	Sum of PV	356.7	322.6	282.5						?	?	0.77	9		92.6	6x EBITDA
851.6 852.3	PV of Terminal Value	494.9	529.7	566.8												
6400	NPV of all CF	851.6	852.3	849.3												

Figure 13: DCF analysis allocates ~80% of firm value to digital media business

CHINDING CYCEDI DCI SHOLE MINDING															
-				AS	ASSUMPTIONS										
Firm Value	Current	YE 2022	YE 2023	<u> </u>	Risk Free Rate			2.4%		2018-22	CAGRs	3033.36	2015-16		
(-) Total Net Debt	P '	100 -	9 '	As	Equity Freillialli Assumed IT Growth Rate (a)	wth Rate (a)		1% FRITDA	TDA	105%	138%	19%	11%		
(+) NOLS				Σ	MV of Equity Calculation	culation		윤	FCF to Firm	104%	138%	19%	10%		
(-) Options (Claims on Entravision)				NS .	Share Price						CAGRs				
Common Equity Value	486.7	501.2	508.0	<u>ŏ <b>∑</b></u>	Outstanding Shares MV of Equity	res		88.3 <b>462.8</b> EB	EBITDA	2019-23 NM	2021-25 33%	2023-27 14%	<u>2026-27</u> 6%		
Shares Outstanding	8883	8	88	ES	Estimate MV of Debt Calculation	Debt Calculat	noi	단	FCF to Firm	Ν	81%	14%	%/_		
Similar O distanting	C:00	29	200	<u> 3</u>	Current Cost of Debt	ebt		2.00%							
Current Share Price	\$5.24	\$5.24	\$5.24	> 6	Wgtd Avg Maturity of Debt	ity of Debt									
Value Per Share	\$5.51	\$5.67	\$5.75	ES BY	BV OT DEDT Estimate MV of Debt	Debt									
12-month	\$5.50			]											
Minority Interest	1														
Discounted Cash Flow			2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	Teri	Terminal	
ЕВІТОА			2.8	(0.1)	2.3	28.1	48.6	61.4	74.5	87.2	96.4	101.9			
EBIT			2.8	(0.1)	2.3	23.0	39.7	50.1	8.09	71.2	78.8	83.2		75.8	
Less Cash Taxes			(0.8)	0.0	(0.7)	(6.9)	(11.9)	(15.0)	(18.3)	(21.4)	(23.6)	(25.0)	_	(26.5)	
Plus D&A						5.1	8.9	11.2	13.6	15.9	17.6	18.6		15.9	
Less Cap Ex						•	•						_	(15.9)	
Less Increase in WC						(15.5)	(2.7)	(3.4)	(4.5)	(4.5)	(2.2)	(4.9)		(4.9)	
Free Cash Flow to Firm			1.9	(0.1)	1.6	5.7	34.0	45.9	51.7	61.3	9'29	72.0		44.3	
Tax Rate			30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	,	35.0%	
Net Debt			0												
Leverage Mult.			0.0x												
D/Equity			%0												
D/EV			%0												
E/EV			100%				٠								
Unlevered Beta			1.51				-								
Levered Beta			1.5												
D/Equity (projected long term)			%0:0												
Cost of Debt (AT)			3.5%												
Cost of Equity			9.9%												
WACC			%6.6		10%	10%	10%	10%	10%	10%	10%	10%			
PV of G							30.9	35.5	38.9	41.9	42.1	40.8			
	Current	YE 2022	YE 2023						47.0	20.7	50.8	49.3			
Sum of PV	230.1	219.0	197.8										4	498.2	5x EBITDA
PV of Terminal Value	256.6	282.2	310.2												

Figure 14: DCF analysis allocates ~20% of firm value to broadcasting business

\$ in millions except per share amounts	rts														
	,			SA∏	ASSUMPTIONS										
	Current	YE 2022	YE 2023	æ i	Risk Free Rate			2.4%		0,00	CAGRs	2000			
C Total Not Dobt	1/3	72	ţ; °	3 4	Equity Premium Assumod LT Growth Dato (a)	α pate (α)		0.0% AUTIG	V L	77-0T07	707.07	70V-7707	17%		
s ION (+)	- E	3,1	3. 6	2 2	MV of Equity Calculation	lculation (6)		3	ECF to Firm	15%	3 %	£ 15,	14%		
(-) Options (Claims on Entravisior	(2.9)	(2.9)	(2.9)	. <u>R</u>	Share Price			\$5.24			CAGRs	S			
	. [	. !		ő i	Outstanding Shares	ires			į	2019-23	2021-25	2023-27	2026-27		
Common Equity Value	57.1	117.9	173.7	2 5	MV of Equity	MV of Equity		462.8	EBITDA ECE to Firm	%Z-	-13%	% % £	-30%		
Shares Outstanding	88.3	88.3	88.3	<u>3 Ξ</u>	estimate iniv of L nterest Expense			6.9	U - 10 - 1	N	-13%	-17%	-43%		
,				<u>3</u>	Current Cost of Debt	Debt		5.00%							
Current Share Price	\$5.24	\$5.24	\$5.24	*	Wgtd Avg Maturity of Debt	rity of Debt									
Value Per Share	\$0.65	\$1.33	\$1.97	B)	BV of Debt Estimate MV of Debt	Debt		144.0 144.0							
12-month	\$1.50														
Discounted Cook Flour			9,00	0,000	ococ.	1000	ננטנ	ccoc	<b>PCOC</b>	2000	3000	7000	F	- Contraction	
Discounted Cash Flow			0T07	5107	707	1707	7707	5207	4707	510	0707	/707	=	E E	
EBIIDA EBIT			51.3	41.3	58.1	59.9	46.5	3/.9	52.6	34.8 8.0	39.0	7.77		16.6	
LBII			(10.5)	(1.7.4)	(10.0)	(12.8)	(8.8)	(6.0)	0.20	0.01	(5.5)	0.0		(5.8)	
Dire D.A			(5.01)	16.6	(12.27)	17.3	(0.0)	15.0	30.1	(+:7)	(c:c)	70.4		10.0)	
rius Dech			10.5	10:0	L/.5	5.71	17.0	13.0	1.02	13.0	0.02	4.02		13.0	
Less cap Ex Less Increase in WC			(9.4)	(8.7)	8.7	0.0	0.0	0.0	0:0	0.0	0.0	0.0		0.0	
Free Cash Flow to Firm			14.3	(0:0)	45.0	41.5	25.1	19.9	31.2	18.0	20.6	11.7		10.8	
Tax Rate			30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%	30.0%		35.0%	
Net Debt			144												
Leverage Mult.			2.5x												
D/Equity			31%												
D/EV			24%												
E/EV			<b>%9</b> <i>L</i>				•								
Unlevered Beta			11				-								
Levered Beta			1.4												
D/Equity (long-term target)			33%												
Cost of Debt (AT)			3.5%												
Cost of Equity			9.2%												
WACC			7.8%		%8	%8	%8	%	%8	%	%	%8			
PV of G							23.3	17.1	24.9	13.4	14.2	7.4			
	,							18.5	26.9	14.4	15.3	8.0			
	Current	YE 2022	YE 2023						28.9	15.5	16.5	9.8			
Sum of PV	100.4	83.1	9.69											123.0	3x EBITDA
PV of Terminal Value	72.9	78.6	84.7												
N PV of all CF	0 021	2 121													

#### **APPENDIX**

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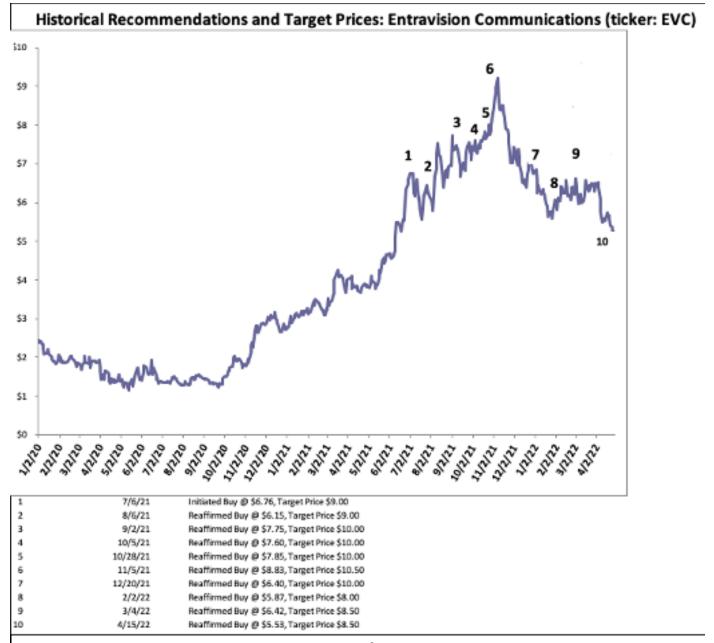
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HOLD: total return expected is between 15% and -15% over a 12-month period

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