

Audacy, Inc.
Regulation G Presentations and Reconciliations
Selected Financial Data - Supplemental Breakdown of Revenue and Non-GAAP Disclosures
Amounts In Thousands, Except Per Share Data

Supplemental Breakdown of Revenue by Type and by Format

		Three Months Ended																	
	_	31-Dec		30-Sep		30-Jun		31-Mar		31-Dec		30-Sep		30-Jun		31-Mar		31-Dec	
	_	2022		2022		2022		2022		2021		2021		2021		2021		2020	
Supplemental Breakdown of Revenue by Type																			
Spot (local and national)	\$	213,643	\$	204,742	\$	204,486	\$	175,135	\$	222,127	\$	220,562	\$	202,797	\$	154,294	\$	216,852	
Digital (including podcasting)		69,111		62,685		69,300		58,039		68,079		61,378		58,435		49,840		58,800	
Network		23,305		23,663		21,789		21,141		22,463		23,453		20,603		17,570		23,457	
Sponsorship and Events		24,350		13,760		11,638		10,327		20,297		12,093		10,771		9,158		9,607	
Other		11,552		12,119		12,226		10,653		11,766		11,957		11,858		9,902		10,779	
Total Net Revenues	\$	341,961	\$	316,969	\$	319,439	\$	275,295	\$	344,732	\$	329,443	\$	304,464	\$	240,764	\$	319,495	
Political	\$	13,148	\$	6,900	\$	4,029	\$	1,259	\$	3,700	\$	2,395	\$	2,294	\$	1,263	\$	18,891	
								Т	hree	Months Ended	i								
		31-Dec		30-Sep		30-Jun		31-Mar		31-Dec		30-Sep	30-Jun		31-Mar		31-Dec	1-Dec	
	_	2022		2022		2022		2022	_	2021		2021		2021		2021		2020	
Supplemental Breakdown of Revenue by Format																			
Music	\$	170,623	\$	156,793	\$	158,581	\$	140,465	\$	179,239	\$	166,253	\$	159,704	\$	129,746		171,939	
Sports		73,813		72,595		64,828		53,070		71,158		75,222		63,004		41,638		60,867	
News/Talk		51,126		48,503		51,764		48,350		52,814		50,116		49,685		42,554		54,388	
Non-format specific		46,399		39,078		44,266		33,410		41,521		37,852		32,071		26,826		32,301	
Total Net Revenues	<u>s</u>	341,961	S	316,969	S	319,439	S	275,295	S	344,732	S	329,443	S	304.464	\$	240.764	S	319 495	

Reconciliation Of GAAP Net Income (Loss) To Adjusted EBITDA and To Adjusted Free Cash Flow

	Three Months Ended												Twelve Months Ended				
	31-Dec		30-Sep		30-Jun		31-Mar		:	31-Dec		30-Sep		30-Jun		December 31,	
		2022		2022		2022	202	2		2021		2021		2021		2022	2021
Reconciliation Of GAAP Net Income (Loss)																	
To Adjusted EBITDA and To Adjusted Free Cash Flow																	
Net Income (Loss)	\$	12,150	\$	(140,975)	\$	(773) \$		1,073)	\$	21,410	\$	(4,761)	\$	1,426	\$	(140,671) \$	(3,572)
Income Taxes (Benefit)		2,878		(39,014)		(242)	(:	3,897)		6,296		11,241		(1,875)		(40,275)	(238)
Net Interest Expense		31,378		28,113		24,529	2.	3,471		25,027		22,771		22,553		107,491	91,511
Other Income		-		-		(238)		-		-		-		(434)		(238)	(446)
Corporate Expenses - Non-Cash Compensation Expense		1,083		24		2,113		1,820		2,027		3,491		1,568		5,039	8,753
Station Expenses - Non-Cash Compensation Expense		301		828		990		1,170		1,127		937		1,044		3,290	4,181
Depreciation And Amortization		18,331		18,345		15,571	1.	3,539		13,548		12,477		14,621		65,786	52,238
Restructuring Charges		3,890		4,216		1,016		886		1,452		2,300		1,734		10,008	5,671
COVID-19 Related Expenses (Income)		104		127		164		189		(2,164)		(226)		(612)		584	(2,796)
Non-Recurring Expenses Otherwise Included In Corporate or Station Expenses		40		(470)		1,525		162		64		145		2,597		1,257	5,392
Atlas Project		774		-		-		-		-		-		-		774	
Impairment Loss		468		176,784		1,770		1,521		843		26		701		180,543	2,214
Change in Fair Value of Contingent Consideration		-		(1,098)		(7,987)		282		433		611		-		(8,802)	1,117
Refinancing Expenses		-		-		-		-		372		-		-		-	845
Net Loss On Early Extinguishment Of Debt		-		-		-		-		-		-		-		-	8,168
Other Expenses		214		125		147		350		426		245		293		836	992
Net Gain On Sale or Disposal		(34,509)		(10,665)		(105)	(2,458)		(4,632)		(4)		(3,725)		(47,737)	(8,363)
Adjusted EBITDA	\$	37,102	\$	36,340	\$	38,480 \$	\$ 2:	5,962	\$	66,229	\$	49,253	\$	39,891	\$	137,885 \$	165,667
Net Interest Expense		(31,378)		(28,113)		(24,529)	(2:	3,471)		(25,027)		(22,771)		(22,553)		(107,491)	(91,511)
Deferred Financing Costs Included In Interest Expense		1,284		1,292		1,281		1,259		2,033		1,342		1,197		5,116	5,613
Amortization Debt Premium Included In Interest Expense		(256)		(256)		(256)		(256)		(251)		(241)		(242)		(1,024)	(1,582)
Net Capital Expenditures		(8,280)		(25,637)		(32,382)	(14	4,522)		(37,340)		(19,673)		(12,314)		(80,821)	(76,607)
Other		-		-		-		-		-		-		-		-	
Adjusted Income Taxes (Paid) Refunded		(225)		(13)		(409)	1:	5,201		(4)		132		(321)		14,554	300
Adjusted Free Cash Flow	\$	(1,753)	\$	(16,387)	\$	(17,815) \$	\$ 4	4,173	\$	5,640	\$	8,042	\$	5,658	\$	(31,781) \$	1,880
Denominator For Purposes Of Computing Adjusted Free Cash Flow																	
Per Share - Diluted																	
Weighted Common Shares Outstanding As Reported - Diluted		138,888		139,361		138,462	13	8,122		136,110		135,894		137,787		138,654	135,981
Diluted Shares Excluded When Reporting A Net Loss		13		891		353		2,189		1,896		1,626		-		881	2,206
. 5		138,901	_	140,252	_	138,815	14	0,311		138,006		137,520		137,787		139,535	138,187
Adjusted Free Cash Flow Per Share - Diluted	\$	(0.01)	\$	(0.12)	\$	(0.13) \$	S	0.03	\$	0.04	\$	0.06	\$	0.04	\$	(0.23) \$	0.01

Certain Definitions

It is important to note that Adjusted EBITDA, Adjusted Free Cash Flow, Adjusted Free Cash Flow Per Share, Adjusted Income Taxes Paid and Net Capital Expenditures are not measures of performance or liquidity calculated in accordance with generally accepted accounting principles ("GAAP"). Management believes that these measures are useful as a way to evaluate the Company and the means for management to evaluate our performance and operations. Management believes that these measures are useful to an investor in evaluating our performance because they are widely used in the broadcast industry to measure an audio company's operating performance.

Certain adjusted non-GAAP financial measures are presented in this table (i.e., Adjusted Free Cash Flow, Adjusted Free Cash Flow Per Share, Adjusted Income Taxes Paid, and Net Capital Expenditures). Management believes these adjusted non-GAAP measures provide useful information to management and investors by excluding certain income, expenses and gains and losses that may not be indicative of the Company's core operating and financial results. Similarly, Management believes these adjusted measures are a useful performance measure because certain items included in the calculation of net income may either mask or exagerate trends in the Company's ongoing operating performance. Further, the reconciliations corresponding to these adjusted measures, by identifying the individual adjustments, provide a useful mechanism for investors to consider these adjusted measures with some or all of the identified adjustments.

Management uses these Non-GAAP financial measures on an ongoing basis to track and assess the Company's financial performance. You, however, should not consider non-GAAP measures in isolation or as substitutes for net income or any other measure for determining our operating performance that is calculated in accordance with generally accepted accounting principles. These non-GAAP measures are not necessarily comparable to similarly titled measures employed by other companies. The accompanying financial tables provide reconciliations to the nearest GAAP measure of all non-GAAP measures provided in this press release.

Adjusted EBITDA consists of net income (loss) available to common shareholders, adjusted to exclude: income taxes (benefit); income from discontinued operations; net of income taxes or benefit; total other income or expense; net interest expense; depreciation and amortization; time brokerage agreement fees (income); non-eash compensation expense (which is otherwise included in station operating expenses and corporate G&A expenses); refinancing expenses; impairment loss; merger and acquisition costs; restructuring and integration costs; preferred stock dividends; COVID-19 related expenses/(recoveries); non-recurring expenses/recoveries otherwise included in corporate or station expenses; change in fair value of contingent consideration; net (gain) loss on early extinguishment of debt; and (gain) loss on sale or disposal.

Adjusted Free Cash Flow: consists of net income (loss): plus depreciation and amortization; (gain) loss on sale or disposal; non-cash compensation expense (which is otherwise included in station operating expenses and corporate general and administrative expenses); impairment loss; merger and acquisition costs; restructuring and integration costs, net (gain) loss on early extinguishment of debt; COVID-19 related expenses/(recoveries); other expense/(income); non-recurring expenses/recoveries included in corporate or station expenses; change in fair value of contingent consideration; income from discontinued operations (excluding income taxes or tax benefit); adjusted Income Taxes Paid; and Net Capital Expenditures.

Net Capital Expenditures: consists of capital expenditures, including amortizable intangibles, adjusted to subtract reimbursed tenant improvement allowances.

Adjusted Income Taxes (Paid) Refunded: consist of income tax paid, adjusted to exclude taxes paid related to the gain/loss on sale or exchange of radio station assets; and taxes paid related to the gain/loss on the sale of redundant property.

Adjusted Net Income (Loss) Per Share: Diluted And Adjusted Free Cash Flow Per Share: includes any dilutive equivalent shares when not anti-dilutive.