

# *The E.W. Scripps Company*

JP MORGAN  
LEVERAGED FINANCE CONFERENCE  
FEB. 26, 2024

GIVE LIGHT



SCRIPPS

AND THE PEOPLE WILL FIND THEIR OWN WAY

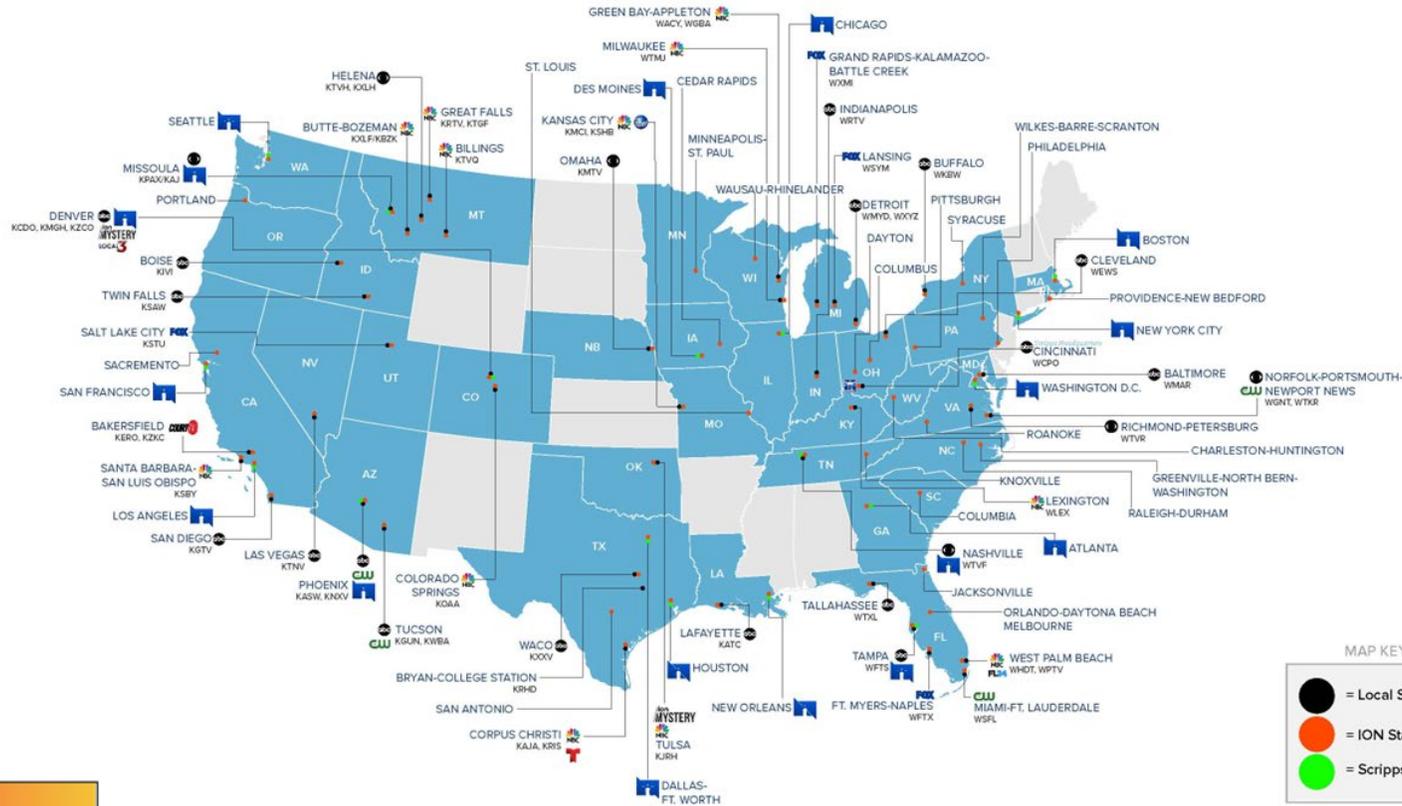
## S A F E H A R B O R D I S C L O S U R E

This document contains certain forward-looking statements related to the company's businesses that are based on management's current expectations. Forward-looking statements are subject to certain risks, trends and uncertainties, including changes in advertising demand and other economic conditions that could cause actual results to differ materially from the expectations expressed in forward-looking statements. Such forward-looking statements are made as of the date of this document and should be evaluated with the understanding of their inherent uncertainty.

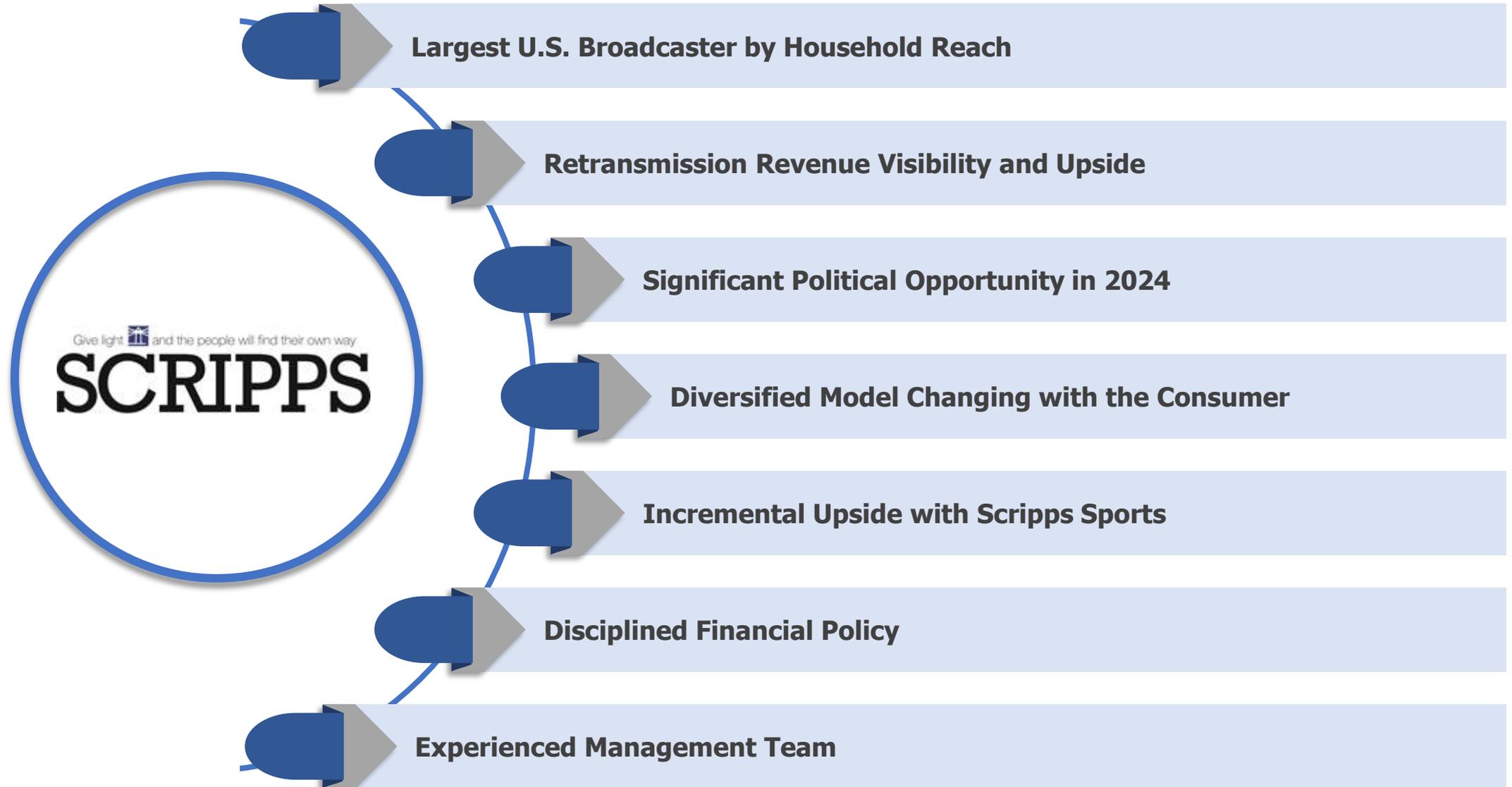
Included in this presentation are certain non-GAAP (generally accepted accounting principles) financial measures, in particular adjusted EBITDA, and are provided as supplements to assist management and the public in their analysis and valuation of the company. These metrics are not formulated in accordance with GAAP, are not meant to replace GAAP financial measures and may differ from other companies' uses or formulations. A reconciliation of non-GAAP financial measures to GAAP measures reported in our financial statements is included in the appendix.

A detailed discussion of principal risks and uncertainties that may cause actual results and events to differ materially from such forward-looking statements is included in the company's form 10-K on file with the SEC, in the section titled "risk factors." The company undertakes no obligation to publicly update any forward-looking statements to reflect events or circumstances after the date such statements are made.

# SCRIPPS' BRANDS ARE AVAILABLE ON NEARLY ALL TV PLATFORMS TO EVERY AMERICAN



# SCRIPPS' KEY CREDIT HIGHLIGHTS



# SCRIPPS' RECENT BUSINESS HIGHLIGHTS

- On July 31, we borrowed \$283 million on our revolver and used the borrowings to pay down the remaining balance on our term loan B that was set to mature in October 2024.
- Scripps successfully completed cable and satellite carriage agreements covering about 75% of the company's Local Media subscriber households during 2023. The renewals also expand the number of stations on which Scripps is paid a distribution fee, growing revenue and expanding distribution margins.
- Scripps Sports signed a four-year agreement with the National Women's Soccer League to create a 50-game Saturday night franchise on ION similar to its WNBA Friday Night Spotlight on ION.
- The company is on track to realize more than \$40 million in annualized savings by the middle of 2024 from its company reorganization. Related restructuring charges for the fourth quarter were just over \$9 million, primarily related to employee severance-related charges.

*"Our advertising revenue results and large distribution ecosystem, combined with our cost-savings initiatives, lay the groundwork for short-term operating performance improvement and firm financial footing as we execute on strategies for future growth."*

***--Scripps President and CEO Adam Symson***



# FIRST-QUARTER/FULL-YEAR 2024 GUIDANCE

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- 2024 presidential-year political advertising revenue: \$210 million - \$250 million
- Local Media Q1 revenue: Up low teens percent
  - Core advertising: Flat-to-up low single digits
- Local Media Q1 expense: Up about 10%
- Scripps Networks Q1 revenue: Flat-to-down low single digits
- Scripps Networks Q1 expense: Down low single digits
- Corporate and shared services: About \$24 million



# BUSINESS OPERATIONS



# WE ANTICIPATE SIGNIFICANT ADJUSTED EBITDA AND PROGRESS ON OUR LEVERAGE RATIO IN 2024

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## Our five 2024 adjusted EBITDA drivers include:

1. **Political:** We will benefit from the high-margin political ad revenue that broadcasters get, as the primary beneficiaries of political ad spending – projected now at \$10 billion for the coming presidential election year.
2. **Retransmission/distribution:** We have a robust new run rate for Local Media distribution dollars after renewing 75% of our legacy pay TV households in 2023.
3. **Free, over-the-air TV:** We are educating audiences about the appeal of free TV – and making it easier than ever for people to watch it, and for us to profit from it.
4. **Connected TV:** We project more than 40% growth for 2024, year over year, in our Scripps Networks connected TV advertising revenue, which was nearly \$100 million in 2023.
5. **Sports rights:** Our local core and distribution revenue and national advertising revenue will benefit from continued, disciplined, expansion into sports rights, fueling organic growth.

Our highest capital allocation priority for 2024 is paying down our debt.



# DRIVER NO.2: STRONG NEW DISTRIBUTION REVENUE RUN RATE

We have a robust new run rate for Local Media distribution dollars after renewing 75% of our legacy pay TV households in 2023.

For 2023:

- \$752 million in distribution revenue
- A more-than 40% increase in net distribution dollars

We renew 5% of our households in 2024.

We believe strongly in the ongoing value of linear television for consumers.



*Local news and other local broadcast content remains among the most-watched programming on cable and satellite.*

# DRIVER NO.3: FREE, OVER-THE-AIR TELEVISION VIEWING THROUGH TABLO

WE ARE EDUCATING AUDIENCES ABOUT THE APPEAL OF FREE, OVER-THE-AIR TV, MAKING IT EASIER THAN EVER FOR PEOPLE TO WATCH IT, AND FOR US TO PROFIT FROM IT.



**TABLO™**  
TV

Record and watch live TV, subscription-free\*

**\$109<sup>95</sup>** ~~\$129<sup>95</sup>~~  
+Free Shipping!

Order Today At [TabloTV.com](https://www.TabloTV.com)

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**26%**  
Scripps' share of  
over-the-air viewing

**39 million**  
Broadband-only  
households

**7.3 million**  
Digital antennas  
sold in U.S.  
in 2022

**40 million**  
Estimated total  
over-the-air  
households in next  
three years

# DRIVER NO.4: CONNECTED TV DISTRIBUTION, ESPECIALLY ON FAST SERVICES

WE PROJECT 40% YEAR-OVER-YEAR GROWTH IN OUR SCRIPPS NETWORKS' 2024 CONNECTED TV ADVERTISING REVENUE, ON A BASE OF NEARLY \$100 MILLION IN 2023.



YouTubeTV	✓	✓	✓	✓			
Samsung TV Plus	✓	✓	✓	✓	✓	✓	✓
Vizio WatchFree+	✓	✓	✓	✓	✓	✓	✓
Roku Channel	✓	✓	✓	✓	✓	✓	✓
Xumo	✓	✓	✓	✓	✓	✓	✓
Tubi	✓	✓	✓	✓	✓	✓	✓
FuboTV	✓	✓	✓	✓	✓	✓	✓
TCL	✓	✓	✓	✓	✓	✓	✓
FreeVee	✓	✓	✓	✓	✓	✓	✓
Pluto	✓	✓	✓	✓			

# DRIVER NO.5: DISTRIBUTING LIVE SPORTS ON OUR LOCAL STATIONS AND ION

**LOCAL SPORTS IS A KEY DRIVER FOR LOCAL CORE AND DISTRIBUTION REVENUE.**

National Reach



The **WNBA** Friday Night Spotlight on ION: Expanded the league’s audience by 24% with ION in 2023



**The National Women’s Soccer League:** Saturday Night franchise on ION for 50 games scheduled in 2024



**The Big Sky Conference:** Set to generate significant revenue in 2024 and 2026 amid the anticipated competitive election cycle in our five TV stations in Montana

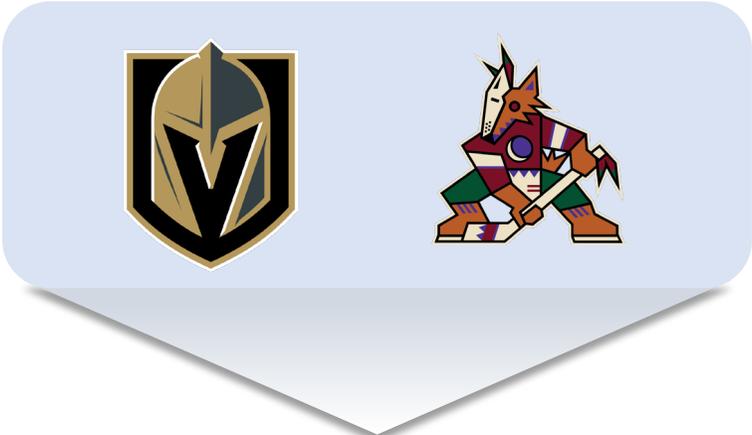
Local Reach



**The National Hockey League’s Vegas Golden Knights:** Began their season in October on Scripps Sports and have seen 80% viewership increase year over year



**The National Hockey League’s Arizona Coyotes:** Viewership has soared by more than 600% since the season started on Scripps Sports in October



**Local Media sees an upswing fueled by new local sports deals**

**Lift in Local Media core advertising, 2024E**



# DEBT POSITION

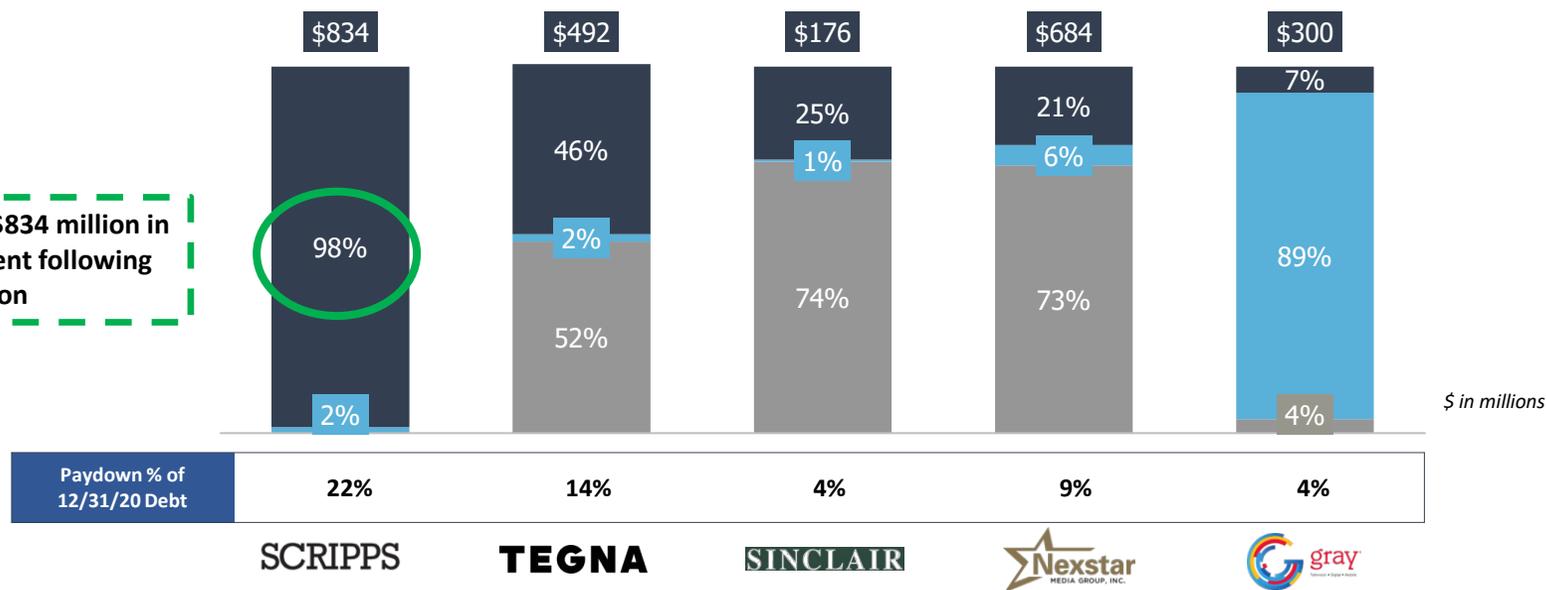


# SCRIPPS LEADS PEER GROUP IN DEBT REPAYMENT

## TV PEERS DISCRETIONARY CAPITAL ALLOCATION ANALYSIS SINCE THE ION ACQUISITION

■ Debt Paydown   ■ M&A   ■ All Other Uses

Scripps leads TV peers with \$834 million in discretionary debt repayment following the ION acquisition



\$ in millions

Chart represents cumulative discretionary spending from Q1'2021 to Q3'2023. Debt paydown net of amortization and refinancings

Discretionary use of capital for common equity repurchases and common equity dividends. 12/31/2020 debt balance pro forma for \$800 million Term Loan issued to finance the acquisition of ION on 1/7/2021

Gray percentage: 12/31/2020 debt balance pro forma for \$1.5 billion Term Loan and \$1.3 billion of Senior Notes issued to finance the acquisition of Meredith on 12/1/2021

Source: Public company filings

# CAPITAL STRUCTURE AND FINANCIAL POLICY

## Capital Structure

(\$ millions)	As of 12/31/23	EBITDAx <sup>(1)</sup>	% Cap
Secured Debt	\$2,163	4.1x	53%
Unsecured Debt	818		
<b>Total Debt</b>	<b>2,981</b>	<b>5.7x</b>	<b>73%</b>
Market Capitalization <sup>(2)</sup>	517		13%
Preferred Equity	600		15%
<b>Total Capitalization</b>	<b>4,098</b>	<b>7.9x</b>	<b>100%</b>
(Less: Cash and Cash Equivalents)	(35)		
<b>Enterprise Value</b>	<b>\$4,063</b>	<b>7.8x</b>	

Note: Market data as of 2/16/24; Net leverage based on L8QA EBITDA of \$520.2 million

## Key Metrics

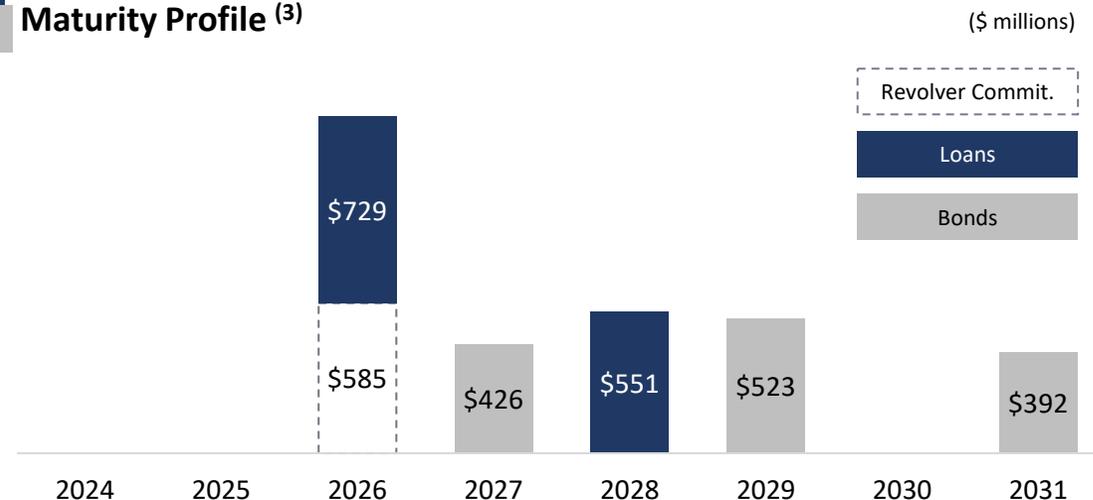
<b>4.1x</b> Secured Net Leverage	<b>5.7x</b> Total Net Leverage	<b>6.8%</b> Weighted Average Cost of Debt <sup>(3)</sup>
<b>3.6 years</b> Weighted Average Tenor <sup>(3)</sup>	<b>\$284 million</b> Total Liquidity	<b>45% / 55%</b> Fixed vs. Floating Mix <sup>(3)</sup>

(1) Based on 12/31/23 L8QA EBITDA of \$520.2 million

(2) As of 2/16/24

(3) Excludes finance leases

## Maturity Profile <sup>(3)</sup>



## Financial Policy

<b>Leverage</b>	<ul style="list-style-type: none"> <li>– Target mid ~3.0x</li> <li>– Deleverage via excess cash flow</li> </ul>
<b>Liquidity</b>	<ul style="list-style-type: none"> <li>– Access \$585 million revolver through 2025</li> <li>– Maintain average cash balance of \$15 million - \$20 million</li> </ul>
<b>Distributions</b>	<ul style="list-style-type: none"> <li>– Preferred shares prohibit stock repurchases or dividends</li> <li>– Preferred shares non-callable for five years + \$300 million warrants</li> </ul>



# QUESTIONS + DISCUSSION



*The E.W. Scripps Company*



# APPENDIX: GAAP RECONCILIATION



# NON-GAAP INFORMATION

In addition to results prepared in accordance with GAAP, the company discusses free cash flow, a non-GAAP performance measure that management and the company's Board of Directors uses to evaluate the performance of the business. We also believe that the non-GAAP measure provides useful information to investors by allowing them to view our business through the eyes of management and is a measure that is frequently used by industry analysts, investors and lenders as a measure of valuation for broadcast companies.

Free cash flow is calculated as non-GAAP Adjusted EBITDA (as defined below), plus reimbursements received from the FCC for repack expenditures, less capital expenditures, preferred stock dividends, interest payments, income taxes paid (refunded) and contributions to defined retirement plans. Adjusted EBITDA is calculated as income (loss) from continuing operations, net of tax, plus income tax expense (benefit), interest expense, losses on extinguishment of debt, defined benefit pension plan expense (income), share-based compensation costs, depreciation, amortization of intangible assets, loss (gain) on business and asset disposals, mark-to-market losses (gains), acquisition and integration costs, restructuring charges and certain other miscellaneous items.

A reconciliation of these non-GAAP measures to the comparable financial measure in accordance with GAAP is as follows:

(in thousands)	Three Months Ended December 31,		Years Ended December 31,	
	2023	2022	2023	2022
Net income (loss)	\$ (255,762)	\$ 85,549	\$ (947,784)	\$ 195,902
Provision (benefit) for income taxes	(2,718)	36,543	(19,727)	80,561
Interest expense	55,483	46,703	213,512	161,130
Gain on extinguishment of debt	—	(7,355)	—	(8,589)
Defined benefit pension plan income	(131)	(605)	(650)	(2,613)
Share-based compensation costs	4,423	3,811	20,490	21,596
Depreciation	15,435	15,421	60,725	61,943
Amortization of intangible assets	23,911	24,683	94,380	98,490
Impairment of goodwill	266,000	—	952,000	—
Losses (gains), net on disposal of property and equipment	24	215	2,344	5,866
Acquisition and related integration costs	—	—	—	1,642
Restructuring costs	9,404	—	38,612	—
Miscellaneous, net	1,538	3,222	1,407	1,953
Adjusted EBITDA	117,607	208,187	415,309	617,881
Capital expenditures	(20,550)	(9,822)	(62,503)	(43,901)
Proceeds from FCC Repack	—	20	—	2,670
Preferred stock dividends	(12,000)	(12,000)	(48,000)	(48,000)
Interest paid	(34,462)	(27,000)	(195,832)	(150,796)
Income taxes paid, net of tax indemnification reimbursements	(5,189)	(5,066)	(31,121)	(61,573)
Mandatory contributions to defined retirement plans	(277)	(788)	(1,161)	(1,541)
Free cash flow	\$ 45,129	\$ 153,531	\$ 76,692	\$ 314,740