

LIVE NATION ENTERTAINMENT, INC.
THIRD QUARTER 2017
SUPPLEMENTAL OPERATIONAL AND FINANCIAL INFORMATION

**** Information presented is as of November 2, 2017, unless otherwise indicated ****

Concerts

Arenas and stadiums have driven much of the company's fan growth globally, adding approximately 7 million fans, while festivals and theaters and clubs also contributed to the increase.

Sponsorship & Advertising

The company's growth in this business for the year has been well balanced between sponsorship and online advertising, with both parts of the business growing revenue and adjusted operating income in the double digits through the first nine months.

Both North America and International markets delivered similar adjusted operating income growth, with International markets delivering the majority of sponsorship growth and North America accounting for much of the online advertising growth.

Ticketing

Global gross transaction value (GTV) was up approximately 6% for the third quarter of 2017 and approximately 5% for the nine months, driven by fee-bearing GTV, which was up approximately 19% and 14% for the quarter and nine months, respectively.

Primary GTV, which accounts for approximately 90% of overall fee-bearing GTV, was up approximately 18% for the third quarter of 2017 and approximately 14% for the nine months. Approximately 75% of this GTV growth was driven by concerts, much of which was from Live Nation shows.

Secondary GTV was up approximately 29% for the quarter and approximately 15% for the nine months. Concerts and the arts were the greatest drivers of this growth, together accounting for about 75% of the increase for the nine months.

The Ticketmaster marketplace continues to attract more fan visits, up approximately 36% for the third quarter of 2017, and approximately 28% to almost 4 billion visitors for the nine months.

The shift to mobile continues its rapid progress, now accounting for approximately 34% of tickets sold in the third quarter of 2017, with an increase in the company's installed base of apps to over 40 million, up approximately 38% from the same time in 2016.

Outlook & Miscellaneous

The company's net cash used in operating activities improved for the third quarter of 2017 to \$386 million and net cash provided by operating activities improved for the nine months to \$417 million.

The company's free cash flow — adjusted increased by 4% for the third quarter of 2017 to \$253 million and increased by 15% for the nine months to \$434 million.

The company currently expects to deliver record results across revenue and adjusted operating income, in total and for each of its segments, along with record free cash flow — adjusted for the company.

The company currently expects the fourth quarter of 2017 as a percentage of full-year adjusted operating income to be a bit lower than in 2016.

By segment, each on a constant currency basis:

- Concerts – Given ticket sales through October for shows in 2017, the company is now expecting to have almost 85 million fans attend approximately 29,000 shows for the year, representing significant growth from the 71 million fans in 2016.
- Sponsorship & Advertising – The company currently expects to deliver adjusted operating income growth in the low teens for 2017.
- Ticketing – The company currently expects to deliver high-single-digit adjusted operating income growth for 2017. While margins move around quarter to quarter, excluding one-off legal fees, the company currently expects full-year 2017 margins in line with the prior year.

For the full-year 2017, the company currently estimates that accretion of redeemable noncontrolling interests will be approximately \$75 million.

The impact to the company's revenue and adjusted operating income in the third quarter of 2017 due to foreign exchange was about 1%.

Forward-Looking Statements

The supplemental information provided above contains certain forward-looking statements that are subject to risks and uncertainties that could cause actual results to differ, including statements regarding Live Nation's anticipated future operational and financial performance. Please refer to Live Nation's SEC filings (including its most recently filed Annual Report on Form 10-K, Quarterly Reports on Form 10-Q and Current Reports on Form 8-K), available in the SEC Filings section of its website at investors.livenationentertainment.com, for a description of risks and uncertainties that could impact the actual results.